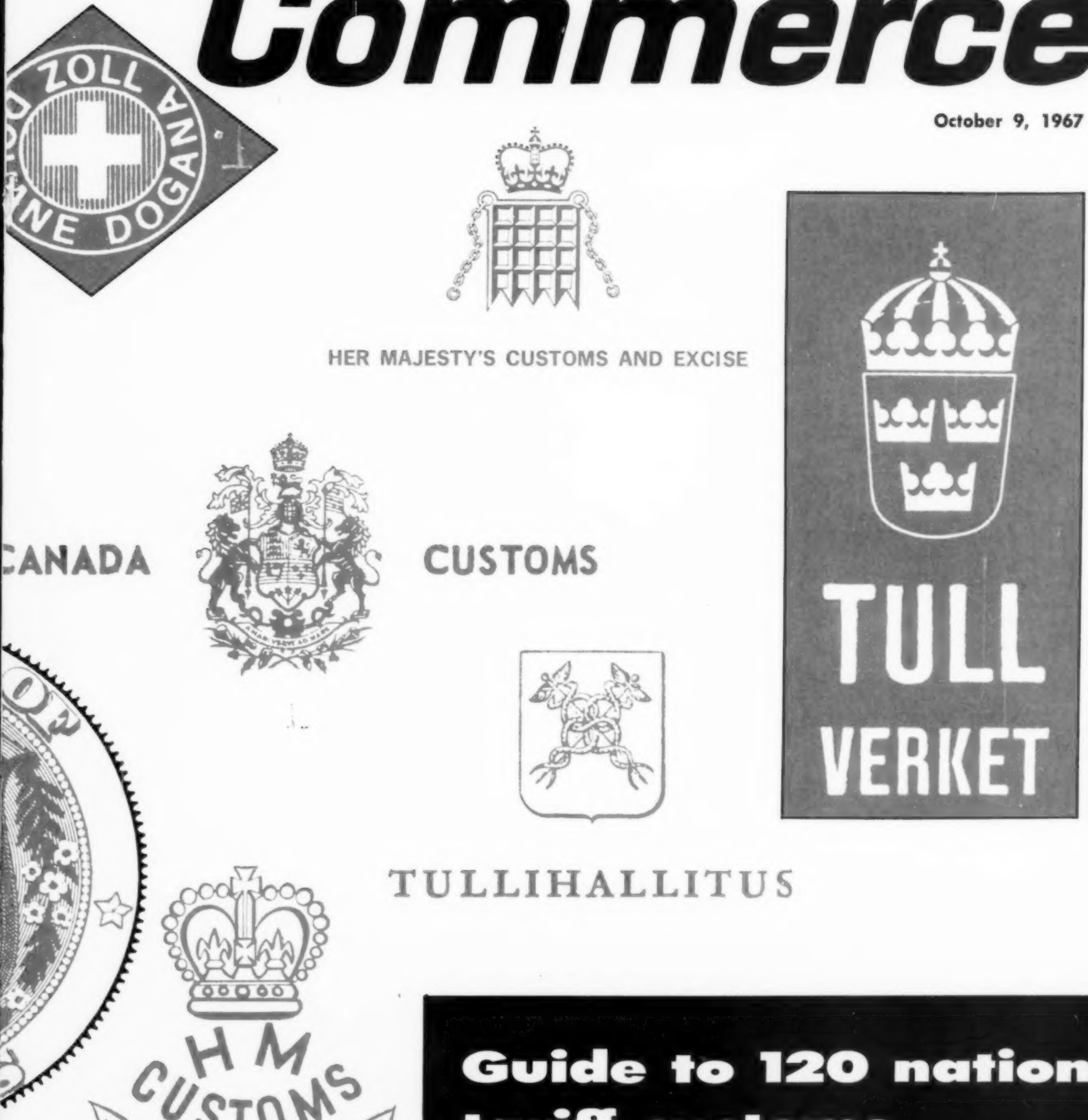
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

October 9, 1967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## Guide to 120 nations' tariff systems

# International Trade Winds

## Company News

COMMUNICATIONS—General Telephone & Electronics International, Inc., a subsidiary of General Telephone & Electronics, New York, has been awarded a contract to provide Chile with the first permanent satellite communications earth station in South America. The station will serve as a terminal for voice, television, and data communications to and from the Intelsat II and III satellites. GT&E and its subsidiaries have equipped satellite communications centers in Italy, the Philippines, and throughout the United States.

MINING EQUIPMENT—MSA International, a division of Mine Safety Appliances Co., Pittsburgh, has established a subsidiary in Peru, to be known as MSA del Peru, S.A. The new company will be located in Lima, and will supervise the distribution and eventual manufacturing of MSA products in Peru. MSA now has 15 subsidiaries on five continents.

BUILDING MATERIALS—Ceilcote Co., Cleveland, has formed an Australian subsidiary, Ceilcote, Pty., Ltd., and construction has begun on a new plant in Tasmania. From Devonport, the new Ceilcote unit will serve the entire Australian market with corrosion-resistant construction materials and fiberglass reinforced plastic process equipment. Production is scheduled to begin in January, 1968. The Australian plant joins Ceilcote installations in Canada, Mexico, Germany, and the United States.

PULP AND PAPER—Agreement has been reached between the government of New Brunswick, Canada, and Parsons & Whittemore, Inc., New York, under which Parsons & Whittemore's wholly owned subsidiary St. Anne-Nackawic Pulp and Paper Co., Ltd., will build a pulp and paper mill complex at Nackawic. The mill is designed with an annual capacity of 270,000 tons of pulp, most of which will be marketed in the Eastern United States and Europe. Parsons & Whittemore owns one other pulp mill in Canada, and three in Europe.

# Newsletter

Fifty Japanese companies were invited to a special promotion at the Tokyo U.S. Trade Center in September, and 49 came. That's why Tom Palmer, president of the sponsoring Circuit Equipment and Supply Co., representing two electronic printed circuit production equipment firms, calls the Trade Center a prime place to put U.S. products before Japanese buyers. Palmer also notes that "the Center offers an excellent opportunity to exhibit U.S. merchandise without having to pay the import duty on the merchandise before it is sold . . ."

Another recent between-scheduled-shows promotion at the Tokyo Center was a two-day seminar on data processing, built around a computerized plotter that had been exhibited at a regular Trade Center show last February. The sponsors, California Computer Products—Calcomp—were pleased to have 130 technicians and executives attending each day.

Free display space in Hong Kong awaits U.S. firms, particularly in productivity-assist field. Lighted showcases at the American Consulate General are available to new-to-market companies, as well as those with Hong Kong reps mentioned earlier in this column. There's room for small, lightweight articles, and catalogs and sales literature are welcomed. For details write Commercial Unit, American Consulate General, Hong Kong.

Trade missions from the states are increasingly popular. Commerce Department's fall schedule includes a fifth mission from Mississippi, third from West Virginia and Alabama, second from North Carolina. Indiana is now planning its third. Other states in action during the year were Texas, Ohio, Alaska, Pennsylvania, Michigan, Arizona, Colorado, New Mexico, Utah. In line with this trend, the New England Regional Council has just named New Hampshire's Governor King to head a unit developing international trade promotion programs for the six New England states.

A locally-organized electronic production equipment show at the Milan U.S. Trade Center drew 1,854 trade visitors last month. The Italian Minister for Telecommunications and officials of the Italian Electronic Trade Assn. helped to open it. Twenty-six European agents of 61 U.S. companies exhibited at the Trade Center.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

**U.S. Department of Commerce**

Alexander B. Trowbridge
*Secretary*

Lawrence C. McQuade
*Assistant Secretary for Domestic and International Business*

Lawrence A. Fox
*Director, Bureau of International Commerce*

Clarence M. Zens
*Managing Editor*

Americo A. W. Favale
*Director of Graphics*

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All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

## the cover

Symbols that represent the customs services of Canada, Great Britain, Australia, Sweden, Finland and Switzerland are presented on the front cover, and those of Mexico, Ireland, Pakistan, Austria, Spain and the U.S. on the back cover, to introduce a special 12-page section this week that summarizes customs information from more than 120 countries. It begins on Page 2.

October 9, 1967

Volume 73
Number 41

# International Commerce

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## Special Report

**Import tariff systems of 120 countries**
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Long-term contract with Japan could set pattern for future worldwide distribution, helping the coal industry and balance of payments

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Five businessmen, two Commerce Department officials will promote trade investment in growing Latin American markets

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# Worldwide tariff guide

## Kennedy Round concessions included in latest listing of 120 nations tariffs systems

*Prepared by the Office of International Regional Economics*

This guide summarizes the import tariff systems of over 120 countries, providing coverage for almost all countries other than those whose foreign trade is conducted exclusively by Government monopoly. The countries in this guide are arranged alphabetically within five regional groupings: Europe, Western Hemisphere, Africa, Far East-Oceania, and Near East-South Asia.

Each country listing summarizes the following information:

**Classification System.** Countries adhering to one of the two standardized classification systems are so labeled immediately following the name of the country—by the designation "BTN" (Brussels Tariff Nomenclature) or by the designation "SITC" (U.N. Standard International Trade Classification). If neither designation appears immediately following the name of the country, the country has its own system of classification. The most significant U.S. trading partner falling into this category is Canada.

**Range of Duties.** The range of duties is indicated either by percentage approximations or by relative designations, such as "high" or "moderate". Where additional generalizations may be drawn, a distinction is made between the tariffs applying to capital goods and those applying to consumer goods. It must be remembered that these ranges are only approximations, and that a particular item may fall in the low end of the range or in the high end.

**Preferential Tariffs.** For countries having preferential tariff systems, i.e., systems applying lower tariffs to imports from specified countries, a generalization of the scope of the preference is indicated. Examples of countries having preferential tariff systems are the EEC countries, the EFTA countries, and the British Commonwealth countries.

**Special Features.** A notation is made of any unusual aspects of a country's tariff system that are of importance, such as high internal taxes, special duty-free treatment, etc.

**Kennedy Round.** A notation is made for each country that participated in the Kennedy Round of tariff negotiations, along with an indication of the scope of the tariff reductions that it granted. Tariff reductions made in the Kennedy Round are, for the most part, scheduled to come into effect in stages, with the last stage not to be implemented until January 1, 1972.

**Tariff Schedules.** If a country's tariff schedule has been published and is reasonably current, its availability, including updating services, is noted. The language in which each publication is printed is indicated by its title, unless otherwise stated. English translations published in the foreign country are noted, where available. Lack of price data generally means that the publication is not available for sale. The listed prices are, of course, subject to change.

### Kennedy Round data

For information on projected foreign country tariff rates for *specific products* resulting from the Kennedy Round, contact the nearest Department of Commerce Field Office or write to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

Specify particular country of interest. Give complete product description, including appropriate details on constituent materials. Include, if possible, descriptive literature. It would also be helpful if products could be identified in terms of the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, or the U.S. Schedule B export commodity number.

Countries for which information is currently available are: Argentina, Austria, Australia, Brazil, Canada, Chile, Czechoslovakia, Denmark, Dominican Republic, EEC (includes Benelux, France, Germany, and Italy), Finland, Iceland, India, Ireland, Israel, Jamaica, Japan, Korea, Malawi, New Zealand, Norway, Portugal, South Africa, Spain, Sweden, Switzerland, Trinidad and Tobago, Turkey, United Arab Republic, United Kingdom, and Yugoslavia.

The depth of coverage of each country in this guide is necessarily quite limited, and to obtain more detailed information or to determine the tariffs applying to specific products, it is necessary to consult either the country's own tariff schedule, as noted above, or any of the following sources:

**International Customs Journals.** Complete English-language translations of foreign tariff schedules are printed in the *International Customs Journal (Bulletin International des Douanes)* series, published by the International Customs Tariff Bureau in Brussels, Belgium. This organization translates and publishes the tariff schedules of most of the world's countries into five languages.

The English-language editions of the *International Customs Journals* for over 70 countries are available for purchase from the Federal Clearinghouse for Scientific and Technical Information, U.S. Department of Commerce, Springfield, Virginia 22151. The price of each *Journal* is $3.00 for hard copies and $0.65 for microfiche. The *Journals* are also available on a loan basis from all Department of Commerce Field Offices.

A list of *International Customs Journals* currently available from the Clearinghouse appears on page 9 of this magazine. As new *International Customs Journals* are issued and become available through the Clearinghouse, their availability is announced in the "New Books and Reports" section of *International Commerce.*

Tariff structures and rates shown in the *International Customs Journals* are subject to change after the *Journals* are published. Comprehensive supplements covering major changes are sometimes issued by the International Customs Tariff Bureau and may be purchased from the Clearinghouse as they become available. In some cases, however, the *International Customs Journals* will not be as current as the original, native-language, publications—especially those with loose-leaf editions and updating services.

**Overseas Business Reports.** Foreign import tariff systems are described in detail in the "Foreign Trade Regulations of . . . . . . . . . " series of the Commerce Department's *Overseas Business Reports.* Each "Foreign Trade Regulations of . . . . . . . ." title discusses the import tariff system of a country in depth, covering such topics as: the tariff structure, the basis of duty assessment, customs surcharges, samples and advertising matter, internal taxes, shipping documents, marking and labeling requirements, exchange controls, etc. Individual duty rates are NOT listed. Approximately 100 *Overseas Business Reports* are issued per year, roughly 30 of which are "Foreign Trade Regulations of ..........." titles. A year's subscription costs $13 and may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any Department of Commerce Field Office. Individual titles, available from the same sources, cost $0.15.

Currently available "Foreign Trade Regulations of .........." titles, which are available for most countries, are listed in the Commerce Department's "Checklist of International Business Publications", published every six months and available from any Department of Commerce Field Office or from the Sales and Distribution Section, U.S. Department of Commerce, Washington, D.C. 20230.

**International Commerce.** The Commerce Department's weekly magazine, *International Commerce*, lists the *International Customs Journals, Overseas Business Reports,* and foreign language tariff schedules as they become available for sale. These listings are found in the "New Books and Reports" section of the magazine. The "Foreign Government Actions" section of *International Commerce* reports major changes in the tariff systems of foreign countries as they occur.

**Tariff Service.** Information regarding import duties, relevant internal taxes, and any import restrictions applicable to any specific product may be obtained by contacting any Department of Commerce Field Office or by writing to the Office of International Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Please specify countries of interest.

**Kennedy Round Information.** General information regarding the Kennedy Round of Tariff negotiations and some of its implications for U.S. trade is summarized in the July 31, 1967, issue of INTERNATIONAL COMMERCE, on pages 2-24. A summary of foreign country negotiations in the Kennedy Round (including some individual rates) appears in a document entitled *Report on U.S. Negotiations, Volume I, Parts 1 and 2,* prepared by the Office of the Special Representative for Trade Negotiations. It may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at a price of $0.55.

Information regarding specific duty changes resulting from the Kennedy Round may be obtained through any Department of Commerce Field Office or by writing to the Office of International Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Before requesting any information on tariff reductions resulting from the Kennedy Round, please refer to the box item on page 2 of this magazine.

The designations EEC and EFTA refer to European Economic Community, whose full members are Belgium, France, Germany (Federal Republic), Italy, Luxembourg and the Netherlands (Greece and Turkey are associate members); and European Free Trade Association, whose full members are Austria, Denmark, Norway, Portugal, Sweden, Switzerland and United Kingdom (Finland is an associate member).

EEC countries are adjusting their individual national duty rates to the rates of the Common External Tariff (CXT). CXT rates are scheduled to be applied to imports from non-EEC countries on July 1, 1968 by all six of the EEC countries. Rates are low for raw materials, moderate for semifinished goods and machinery, and relatively high for food products and certain other finished products. Internally, EEC countries are eliminating duties on trade among themselves. To date, internal rates have been cut 85% for goods in the industrial sector; a final 15% reduction is scheduled for July 1, 1968.

*Tarif Douanier des Communautes Europeenes,* July 1963, is a looseleaf edition containing CXT duty rates as well as reductions and suspensions of these rates. Write: Information Service of the EEC, Farragut Bldg., Washington, D.C. Copies of basic document plus periodic supplements, $15.

*General Agreement on Tariffs and Trade; Analysis of United States Negotiations, Vol. IV;* is an unofficial translation of the CXT showing originally established rates of duty and revisions resulting from concessions granted in the 1960-61 tariff negotiations. Department of State publication, available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., $1.

EFTA countries have generally eliminated duties on trade among themselves on industrial products. Unlike EEC, however, EFTA countries will retain their individual national duty rates on imports from non-EFTA countries.

**Austria.** BTN. Ad valorem duty rates apply to most positions. Rates range from 0 to 10% for raw materials, semifinished goods up to 20% and finished products to 40%. For anticyclical reasons, voluntary reductions of 10%, sometimes more, extended to large number of nonagricultural items. Duty-free treatment extended to industrial and certain other goods originating in other EFTA member states.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

*Oesterreichischer Gebrauchs-Zolltarif,* looseleaf edition listing customs duties and supplementary sections of laws relative to custom valuation, tare tariff and turnover equalization tax, is published by Zoll-und Steuernachrichten, 148a Landstrasser Hauptstrasse, Vienna III. AS240 ($9.30). Annual supplements to this publication are priced at AS100 ($3.90).

**Belgium.** BTN. Has common tariff with Benelux partners, the Netherlands and Luxembourg. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of the Congo (Kinshasa), Rwanda, Burundi and Dutch overseas territories, also to all products from EEC countries outside Benelux.

Participated in the Kennedy Round as a part of the EEC. Significant tariff reductions on a broad range of items.

*Tarif des Droits d'Entree, des Taxes de Transmission des Droite, d'Accise et de Regime des Licenses,* 1965, a looseleaf publication in one volume, includes import duty rates, excise duties, transmission taxes, licensing and similar restrictions. Editorial Office, 2 rue des General Thys, Brussels 5. 895 francs ($17.90) for the volume; additional charge for replacement sheets.

*Nomenclature Douaniere des Marchandises,* 1964, is a looseleaf publication, containing alphabetical index of Benelux Customs Tariff. Editorial Office, 9 rue St. Bernard, Brussels. 350 francs ($7); replacements, 3 francs ($0.06) a sheet, billed quarterly.

**Denmark.** BTN. Low tariff country with many commodities entering free of duty. Duty rates range from free to about 20% ad valorem. Most clothing items have a duty of 22.5%, and majority of machinery products have a duty range from 5 to about 12%. Denmark grants duty free tariff treatment for industrial and certain other goods originating in other EFTA countries.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

*Den Danske Toldtarif* contains duties and taxes. Obtainable from G. E. C. Gadsfdag, Copenhagen.

**Finland.** BTN. Maintains rates of less than 20% ad valorem on majority of goods. Most industrial raw materials enter duty free; certain wearing apparel subject to 40% rates. Chief domestic agricultural products are protected by a system of agricultural fees. Finland grants preferential tariff treatment to industrial and certain other goods originating in EFTA full-member countries.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

*Finlands Tulltariff* (in Swedish) same as *Suomen Tullitariffi* (in Finnish). About $6. Includes import duty rates and licensing status. Statens Publikationsbyra, Annegatan 44, Helsinki.

**France.** BTN. Import duties are not excessive. With a few exceptions, duties on agricultural products range from free to 20% ad valorem. Most industrial raw materials may enter either duty free or at a very low rate. Import tariffs for industrial products range from about 8.5 to 20% ad valorem.

"Minimum" duty rates granted to nations enjoying most-favored-nation treatment including U.S. preferential tariff reduction is accorded on products originating from other EEC member countries. Certain members of franc zone consisting of former and present French overseas areas receive preferential treatment which accords duty-free entry.

Participated in the Kennedy Round as a part of the EEC. Significant tariff reductions on a broad range of items.

*Tarif Douanier Francais Utilitaire* includes import duty rates, taxes, licensing status and most other import restrictions, and sanitary regulations. Encyclopedie Douaniers, 43 rue du Colise, Paris (8). About $90 a year for looseleaf edition. Price includes supplying of notices of all changes and amendments to duty rates enacted during year.

**Germany, Federal Republic of,** including **West Berlin.** BTN. Tariffs low in past, increasing in line with EEC obligations. Present tariffs 0 to 10% for raw materials, up to 18% for semifinished items and 25% for finished goods. Tariffs and EEC levies high for some agricultural items. Some items subject to specific duties. Reductions granted EEC members.

Participated in the Kennedy Round as a part of the EEC. Significant tariff reductions on a broad range of items.

All present customs duties as well as the proposed Common External Tariff and the turnover equalization tax are published in the *Bundesgesetzblatt,* obtainable from the Bundesanzeiger Verlagsges mbh, Bonn. Subscription price, quarterly, DM5 ($1.25). A loose-leaf edition issued by the Minister of Finance, *Deutscher Gebrauchs-Zolltarif,* is available from Verlag des Bundesanzeigers, Breite Strasse (Pressehaus), Cologne. Loose leaves are issued, as appropriate, to update the basic tariff book.

**Greece.** BTN. Except for raw materials, machinery and equipment, import duties are generally high, especially on textile products, agricultural products and consumer durable goods. In accordance with the provisions of the Greek-EEC Association Agreement, effective, Nov. 1, 1962, Greece has reduced its import duty rates vis-a-vis EEC member countries by 10% on certain livestock and dairy products and industrial products manufactured in Greece. An additional 5% reduction will be made on Nov. 1, 1967. On other goods, a 40% reduction has been made. Greek import duties on products from the EEC will be gradually reduced to zero over a period of 22 years for manufactured goods and 12 years for agricultural commodities.

Participated in the Kennedy Round only to the extent of obligating itself to align its tariff wih the new CXT concessions made by the EEC.

Damologion, 1960, includes import duties. $3.33 a copy, payable to the National Printing Office, Ministry of Finance, Athens.

**Iceland.** BTN. This recently introduced tariff nomenclature unifies a complicated system of import charges and eliminates excessively high duties. Nevertheless, many tariff rates, both for fiscal and protective reasons, still remain high, while others, especially on basic necessities and materials for agriculture and fishing, are low or nonexistent.

Participated in the Kennedy Round.

English translation of the schedule entitled *The Customs Tariff of Iceland* can be obtained from Felagsprentsmidjan Ltd., Reykjavik.

**Ireland.** BTN. Tariff rates on many chemical products and raw materials are low, but duties on most other products tend to be very high and change infrequently. Tariff exemptions are often granted for industrial goods not locally available. Four types of preferential treatment are granted: to the U.K.; Canada; other Commonwealth preference Area countries; and Northern Ireland. These lower preferential rates apply only to certain selected products and are generally much lower than the full rate.

Participated in the Kennedy Round with a view to becoming a member of the GATT.

*Customs and Excise Tariff* includes customs and excise duties, general summary of restrictions and prohibitions of imports and exports. Government Publication Sale Office, G.P.O. Arcade, Dublin, 12s. 6d. ($1.75). Amendments to tariff are issued from time to time and may be obtained free of charge.

**Italy.** BTN. A relatively high-duty EEC country except that certain needed raw materials enter free or at low duties. However, since 1957 duties have been reduced to EEC countries, in stages, and smaller but substantial reductions have been made also to the U.S. and other non-EEC countries. Practically all rates ad valorem. No customs surtaxes.

Participated in the Kennedy Round as a part of the EEC. Significant tariff reductions on a broad range of items.

*Tariffa dei Dazi Doganali di Importazione della Repubblica Italiana,* 1965. Istituto Poligrafico dello Stato, Libreria dello Stato, Rome; 15,000 lire ($24). Changes in the tariff are listed periodically in modification sheets (foglio di modificazione). *Foglio di Modificazione, N. 1, N. 2, and N. 3,* available for 200 lire ($0.32), 2,500 lire ($4.00), and 3,000 lire ($4.83) respectively.

**Luxembourg.** BTN. Has common tariff with Benelux partners, Belgium and the Netherlands. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products mainly agricultural, from Republic of the Congo (Kinshasa), Rwanda, Burundi and Dutch overseas territories; also to EEC countries outside Benelux.

Participated in the Kennedy Round as a part of the EEC. Significant tariff reductions on a broad range of items.

The Luxembourg version of the Benelux tariff is published in the Grand Duchy's official gazette, *Mémorial,* and not as a separate publication. Changes in the tariff are also published in *Mémorial* as they occur. Imprimerie de la Cour Victor Buck, Luxembourg City. Issued weekly or more frequently as circumstances warrant.

**Malta.** BTN. Duty rates generally high for furniture, textiles, leather goods, and luxury items but usually low or nonexistent on chemicals, raw materials, and necessities. Preferential treatment is accorded to British Commonwealth countries.

**Netherlands.** BTN. Has common tariff with Benelux partners, Belgium and Luxembourg. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of Congo (Kinshasa), Rwanda, Burundi, and Dutch overseas territories; also the EEC countries outside Benelux.

Participated in the Kennedy Round as a part of the EEC. Significant tariff reductions on a broad range of items.

*Tarief Van Invoerrechten* contains import duty rates, turnover tax rates, licensing regulations, and explanatory notes to the tariff. Looseleaf, in 4 volumes, N.V. uitgevers-maatschappij AE E. Kluwer, Deventer-Antwerpen.

*Belasting Heffing Bij Invoer* contains detailed information on various taxes levied on imports. Looseleaf, in 2 volumes. N.V. uitgevers-maatschappji AE. E. Kluwer, Deventer-Antwerpen.

*In-En Uitvoerniews* (imports and export news) is a monthly publication of recently enacted import and export regulations, including duties, taxes, quotas and similar subjects. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen. 40 guilders ($11.08) a year; binding 1.85 guilders ($0.51).

**Norway.** BTN. A moderate tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on industrial products run as high as 30%. Certain machinery of a type not produced in Norway are often given preferential tariff treatment. Chief domestic agricultural products receive tariff protection. Duty-free tariff treatment is granted most industrial and certain other goods originating in EFTA member countries.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Norwegian customs tariff *Tolltariff,* about $6, includes tariff schedule, import and export regulations, excerpts from basic tariff regulations, licensing status and import and export free list areas A/S Bokcentralen, Oslo.

**Portugal.** BTN. A generally high duty tariff, with both minimum and maximum rate schedules. Rates are generally specific. Imports from EFTA receive preferential treatment.

Participated in the Kennedy Round.

*Panta dos Direitos de Importacao,* published by Imprensa Nacional de Lisboa, 1959, contains import duties. A number of changes have been made, most of which have been incorporated in Supplement Nos. 1, 2 and 3 of the International Customs Journal, Portugal, No. 9 (8th ed.), Dec. 1960.

**Spain.** BTN. High-duty tariff, almost all rates ad valorem. Many lower rates, called transistory duties, are temporarily in effect for anti-inflationary reasons. It is a single-column tariff so that the same rates are applicable to imports of all origins. There is a compensatory import tax on imports which is the equivalent of sales and other taxes paid on domestic goods.

Participated in the Kennedy Round.

Arancel de Aduanese Impuesto de Compensacion de Grovamenes Interiores, published by Organizacion Sindical Espanola, Huertos 73, Madrid, contains import duties, taxes, and licensing information.

**Sweden.** BTN. A low tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on manufactured goods run as high as 20% for certain textiles and textile products. Chief domestic agricultural products are protected by a system of agricultural fees. Duty free tariff treatment is granted industrial and certain other goods originating in EFTA member countries.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

A looseleaf edition entitled Tullverkets Foerfattningshandoecker 1:1, published by Kungl Generaltullstyrrelsen, Stockholm, contains import duties.

**Switzerland.** BTN. Import duties are moderate. Preferential duty treatment granted to GATT members including the United States, and those countries with which bilateral trade agreements have been concluded. Switzerland grants duty-free entry on import of industrial products and certain other goods from EFTA member countries.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

*Tarif d'Usage des Douanes Suisses,* about $10, a looseleaf edition, includes duty rates, taxes, licensing status and sanitary rules. Direction Generale des Douanes, Bern.

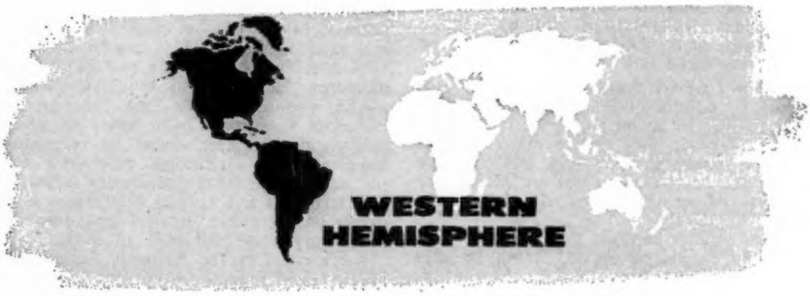
**United Kingdom.** BTN. Duties on raw materials are low. On finished products, most duties range from moderate to high. Consumer products generally are dutiable at a high rate. With some exceptions, goods from the Republic of Ireland and other Commonwealth Preference area countries as well as EFTA enter duty-free.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

H.M. Customs & Excise Tariff of the United Kingdom of Great Britain & Northern Ireland includes import duty rates, excise taxes, and a general summary of import and export restrictions and prohibitions. H.M. Stationery Office, 423 Oxford St., London, W.1., £5 7s. 6d. ($15.05) a year for looseleaf edition, payable to H.M. Stationery Office. Price includes all changes and amendments to duty rates enacted during year. Price without amendments is £2 7s. 6d. ($6.65).

**Yugoslavia.** BTN. Tariff (nonpreferential) is generally high-duty and entirely ad valorem.

Participated in the Kennedy Round.



## WESTERN HEMISPHERE

The designation CACM refers to the Central American Common Market, comprised of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. More than 95% of their tariff rates have been equalized in a common external tariff that follows a modified SITC nomenclature. Trade among themselves, with few exceptions, is relatively free. Duties are low on raw materials and essential imports, substantial on some consumer goods, and very high on luxury products and goods competitive with domestic production.

*Arancel de Aduanas Centroamericano* is issued by the Secretaria Permanente del Tratado General de Integracion Economica Centroamericana, Guatemala City. Manila bound, looseleaf, $10, it contains an index; explanatory notes; schedule of common rates levied in U.S. dollars per unit of weight or measure, or ad valorem on the c.i.f. value, or both; schedules of rates to be integrated by April 28, 1969; schedules of individual country tariffs on items for which member nations have not yet established common rates; and schedule of export duties.

The designation LAFTA refers to the Latin American Free Trade Association, whose members are Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay and Venezuela. Common list of tariff concessions, Acta de Negociacion de la Lista Comun, is a comparatively limited list of items on which member countries undertake to reduce duties to zero by 1972 when imported from each other. Individual lists of concessions, entitled *Lista Nacional de* (country), are issued annually by the Asociacion Latinoamericana de Libro Comercio, Montevideo, Uruguay.

A consolidated list of concessions granted by all LAFTA members, arranged by Brussels nomenclature, but useful mainly as a guide to commodities receiving concessions, is available from above address. The list contains an alphabetical index of commodities, and explanatory notes; 461 pp., $8.

**Argentina.** BTN. LAFTA. Imports are dutiable at rates ranging from 20% to 140% c.i.f. value. In general, automotive products are prohibited importation. Most imports require a 40% prior deposit held, interest free, for 180 days or until the goods clear customs, whichever is longer.

Preferential rates granted to specified imports from other LAFTA countries.

Periodically, the *Guia Practica Del Exportador E Importador,* Lavalle 1125, Buenos Aires, Argentina, publishes the complete Argentine tariff schedule.

**Barbados**—Two tariff schedules—preferential, applied to British Commonwealth countries, giving them an average 10-12% advantage—and general, applied to the U.S. A surtax of either 10 or 20% of the tariff duty plus a package tax of BWI $.25 (U.S. $.15) per package is charged on all items. Tariff changes published in the Official Gazette, obtainable from Government Printing Office, Bridgetown, Barbados for about U.S. $5.00 per year.

*Bermuda:* Customs Tariff Act, issued annually, contains customs regulations, import duties, surtax, export duties and goods not subject to refund or drawback of duty. Obtainable from Secretary to Currency and Exchange Control Board and Bermuda Supplies Commission, Hamilton. Cost is moderate. Changes made only in annual revision.

**Canada.** Customs tariff is mildly protective and 3-column. Goods from United States are accorded most-favored-nation or middle rates. The lowest, or preferential rates, are reserved for the United Kingdom and other British Commonwealth countries; the highest, or general rates, apply to countries with which Canada has no treaty or trade agreement.

Duties on imports from United States and other m-f-n countries are generally in the 17½-25% range for most manufactured items which compete with Canadian production. Raw or partly processed materials and production equipment, including machinery of a kind not made in Canada, are subject to lower rates and some of them enter free.

A wide range of goods is subject to 12% sales tax and certain consumer goods are subject, in addition, to special excise taxes. Goods produced or manufactured in Canada, however, are also subject to these levies. Drawbacks of duties and taxes are granted on dutiable materials which enter into production of Canadian export items.

Participated in the Kennedy Round. Made significant tariff reductions on a broad range of items.

McGoldrick's *Handbook of the Canadian Customs Tariff and Excise Duties* includes alphabetical listing of rates by commodities, also the tariff after the official style with extracts from the Customs Act, important Customs Memoranda, sales and excise taxes, documentation requirements and trade agreements. Issued annually by McMullin Publishers, Ltd., 417 St. Peter St., Montreal. C$10 ($9.30) plus postage.

*The Customs Tariff* is the official tariff published by the Canadian Department of National Revenue. A loose-leaf consolidation showing rate schedule, with Customs Tariff Act, index to commodities and index to Regulations and Instructions in spring binder with index tabs. Up to date but without amending service C$10 ($9.30). With loose-leaf amending service C$15 ($13.95) annually. Queen's Printer, Ottawa, Ontario, Canada. Checks or money orders should be made payable to Receiver General of Canada.

**Bolivia.** BTN. New customs tariff, effective September 6, 1965. Rates are specific or ad valorem, or a combination of the two, and are generally moderate. Duty-free entry or low rates are granted to imports of machinery and equipment for the mining industry and agriculture, and other capital goods required for economic development. High duties are assessed on non-essential or luxury-type goods and on goods competitive with domestic industry. An additional tax, ranging from 1% to 18% ad valorem, which incorporates the consular fee, sales tax, and warehousing fee previously assessed separately, is also collected on most imports.

*Arancel Aduanero de Importaciones,* published September 5, 1965, as a supplement to the newspaper, *Presencia,* in a limited number of copies. Not available for purchase as published nor in translation by the *International Customs Journal.*

**Brazil.** BTN. LAFTA. Import tariff rates are mostly ad valorem and range generally from 2 to 120% with the majority falling between 25-60%. Most imports are subject to a surtax of 5% of c.i.f. value, a Port Improvement Tax of 1% of c.i.f. value, a Merchant Marine Tax of 10% of ocean freight, and an Industrialized Products Tax ranging from 4 to 30% of duty paid value.

Preferential rates are granted to specified imports from LAFTA member countries.

**Manual de Atualizacao da Tarifa das Alfandegas,** in Portuguese, Rio de Janeiro, 1967. Contains introductory notes, index; serviced by revised loose-leaf pages. Rua Visconde de Inhauma, 58, Caixa Postal 1304 —GB, Rio de Janeiro.

**British Dependencies.** Tariffs have 2 schedules—general applied to U.S. goods, preferential to Commonwealth goods. Lower preferential schedule and surtax give Commonwealth goods, with exceptions, average rough percent ad valorem trade advantage as follows: 10-20 in British Guiana (SITC); 10-12 in British Honduras, Barbados (SITC), Bahamas; 5-10 in Leeward and Windward Islands (some of the islands use SITC); 4-5 in British Virgin and Turks and Caicos Islands; 2½ in Bermuda; and none in Cayman Islands.

Pertinent information about import tariff publications for some of the British Western Hemisphere dependencies follows:

*Bahamas:* Import Tariff Act 1959 includes regulations regarding importation, import duties, exemptions from import duties, export duties and prohibited imports. Available from Comptroller of Customs, Nassau, Bahamas, for a moderate price. Changes published in Official Gazette prepared in Nassau and obtainable for US$5 annually.

**Chile.** BTN. LAFTA. Basic duties are low on goods essential for economic development and those not sufficiently available in Chile, such as certain foodstuffs, construction materials, machinery and parts and accessories, raw materials, and goods directly intended for agriculture, mining, or manufacturing industries. Goods not appearing on a relatively selective list of permitted imports are prohibited. Permitted imports are subject to basic duties, additional taxes, and surcharges. Surcharge rates alone range up to 400% of c.i.f. value, with corresponding prior deposits in some cases as high as 10,000% of c.i.f. value. Some prohibited goods may be imported into the free zones of Arica, Magallanes, Aysen, and Chiloe. Preferential tariff rates are granted to specified imports from LAFTA member countries.

Arancel Aduanero, 1967 (unofficial edition) includes import duty rates, customs rulings and interpretations, special regimes.

**Colombia.** BTN. Food items and most consumer goods, especially those competing with domestic production, are dutiable at high rates. Raw materials, many semiprocessed and processed goods, as well as machinery and equipment, medicines, pharmaceuticals, and other essential products not produced domestically enjoy relatively lower duties. Prior import deposits range from 1 to 130% f.o.b. Preferential rates granted imports of specified products from other LAFTA countries.

*Nuevo Arancel de Aduanas de Colombia* is a loose-leaf edition containing import duty rates only for merchandise entering Colombia. Legislacion Economica, Ltda., Direccion y Administracion: Edificio de Seguros, Avenida Jiminez No. 8-49, Oficinas 201 a 205, Apartado aereo, 8646, Bogota.

**Costa Rica.** See Central American Common Market, at beginning of this section.

**Dominican Republic.** Tariff structure is composed of specific and ad valorem duties. Specific duties range generally from DR$0.01 ($DR = $US) to DR$5.00 per kilo, and ad valorem rates from 5 to 30% of the f.o.b. value, but with rates of up to DR$10.00 per kilo and 50% ad valorem on luxury-type goods. In addition, nearly all imports are subject to internal taxes ranging from 20 to 200% of the f.o.b. value.

Participated in The Kennedy Round.

*Arancel de Importacion y Exportacion,* 3rd Edition, published in 1960 by Editoria Handicap, Santo Domingo, based on Law No. 1488, dated July 26, 1947, as amended.

**Ecuador.** LAFTA. Specific duties, levied generally by weight, plus ad valorem duty on c.i.f. basis. Duties on consumer type goods are substantial; rates on raw materials, machinery, industrial equipment, and parts are moderate. Preferential rates are granted to imports of specified products from other LAFTA countries.

Prior import deposits and monetary stabilization surcharges on c.i.f. value, payable on imports not financed through free exchange market, are 35% (List I), 50%, 70%, 100% (List II), and 10% (List I) or 20% (List II) respectively. Prior deposits on import duties are 10% (List I), and 45% (List II). Additional surcharges of 10% or 15% of c.i.f. value on selected List II items. Deposits on duties and additional surcharges are payable regardless of exchange market used.

*Ley Arancelaria y Arancel de Importacion* (Supreme Decree No. 746, April 2, 1965), published in the Registro Oficial, April 6, 1965. Price and availability for purchase unknown.

**El Salvador.** See Central American Common Market, at beginning of this section.

**French Dependencies.** French Guiana, Guadeloupe, Martinique, and St. Pierre and Miquelon. Tariff structure is the same as Metropolitan France.

**Guatemala.** See Central American Common Market, at beginning of this section.

**Guyana**—Two tariff schedules—preferential, applied to Commonwealth countries—and general, applied to U.S. Commonwealth countries usually have 10-20% advantage. In addition, surtaxes on fruits, vegetables, spices, fats, precious metals and jewelry, most motor vehicles, textiles and selected manufactured goods give them another 5-10% advantage. The Trade Classification List and Customs Tariff, 1966, obtainable from The Customs and Excise Department, Georgetown, Guyana for G$3.00 (U.S. $1.75) plus postage.

**Haiti.** BTN. Tariff has minimum duties (those appearing in the tariff) which apply to all countries granting most-favored-nation treatment to Haiti; conventional duties which apply to imports from countries with which Haiti has signed bilateral trade agreements as well as from the signatories of GATT; and maximum duties, amounting to twice the minimum tariff, which apply to imports from countries not included above.

Rates are specific, ad valorem, or a combination of the two, and range generally from 10-55% ad valorem. A luxury surtax of 4 or 6% ad valorem is collected on a wide range of products. A tax of 5% of the c.i.f. value is levied on many foodstuffs.

Excise taxes are collected on imported alcoholic beverages, cigarettes, petroleum derivatives and motor vehicles. Certain specialty goods imported for sale to tourists are exempt from ordinary customs duty and are subject only to a special tax of 5% ad valorem.

*Tarif Douanier* was published as a supplement to *Le Moniteur* (Official Journal of the Republic of Haiti), October 2, 1961. Contains only limited information as to import restrictions or other trade controls.

**Honduras.** See Central American Common Market, at beginning of this section.

**Jamaica.** Tariff has two schedules, with preferential applied to Commonwealth goods, generally about 5% ad valorem below general rates applied to U.S. goods, although 10%-20% below on textile and metal manufactures. Normal tariff moderate, despite use for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment, and high duties on competing imports to aid agriculture, processing, textile, and light metal manufacturing industries plus transport and utilities enterprises. High duties on consumer luxuries and durables. Surcharges from 10%-20% of duty.

Participated in The Kennedy Round. Significant tariff reductions on some items.

**Mexico.** BTN. High duties apply on most consumer and luxury-type goods and on products made locally. Over 75% of imports by value also are subject to requirement of prior license. Tariff rates are levied in pesos per unit of weight or measure, with an additional ad valorem duty based either upon the invoice value or an official valuation, whichever is higher. Preferential rates are granted specified imports from other LAFTA countries.

*Nueva Tarifa del Impuesto General de Importacion (Reestructurada),* 1967, loose-leaf. Includes rules for application of the tariff, import controls, and various other special regulations, as well as LAFTA concessions. Informacion Aduanera de Mexico, S.A., Avenida Amores 1544, Mexico 12, D. F. $60, plus $22 for loose-leaf replacement service.

**Netherland Antilles.** Tariff rates generally low, ranging from 4.5% to 14%; rates on a few luxury items up to 55%. A pro forma license, issued by the Foreign Exchange Board is required for all imports except (1) those from the Netherlands, the United Kingdom, Surinam, the British and French West Indies, Guyana and French Guiana, and (2) a specified list of essential goods imported from the dollar countries of North, Central and South America.

**Nicaragua.** See Central American Common Market, at beginning of this section.

**Panama.** SITC. High import duties apply to a few items, including those produced domestically, such as tobacco and tobacco products, leather goods, a few food items, such as dairy products, some paper and paperboard items and clothing. Goods subject to relatively low duties or free entry are: raw materials, many semiprocessed and processed goods as well as machinery, medicines, pharmaceuticals and other essential products. Surtax of 3½% ad valorem. (f.o.b. value) collected on all imports.

**Paraguay:** LAFTA. Most import items are subject to specific or ad valorem duties, and most non-essential items are subject to a prior deposit of 100% f.o.b. value as well. Ad valorem rates are based on c.i.f. value. Specific duties are not high, but are supplemented by an additional tax of 15% of c.i.f. value and a complimentary tax of up to 24% of c.i.f. value. Imports are subject to a foreign exchange surcharge of 32% of c.i.f. value and a consular fee of 5% of f.o.b. value.

Preferential tariff rates are granted to specified imports from LAFTA countries.

**Peru:** BTN. LAFTA. Duties are assessed on both specific and ad valorem basis. Ad valorem rates range generally from 20% to 100% of c.i.f. value (although running as high as 180%). There is a surtax of 4% of ocean freight charges, and a 1.5% surtax on all items except GATT. GATT concessions have been suspended pending renegotiation on the basis of the new tariff schedule.

Preferential rates are granted to specified imports from LAFTA countries.

*El Peruano*, official publication of Peru, published complete tariff schedule in June 6th issue, 1967.

**Surinam.** Rates of duty relatively moderate and generally range from 5-60% ad valorem, with most duties falling between 10 and 40%. Conventional rates granted under GATT apply to imports from U.S. and other countries enjoying most-favored-nation treatment. Exports of mineral products dutiable at 6.6% ad valorem.

**Trinidad and Tobago.** SITC. Tariff has 2 schedules, with preferential applied to Commonwealth goods generally about 10% ad valorem below general applied to U.S. goods. Normal duty moderate despite use of tariff for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment and high duties on competing imports to aid agricultural processing, textiles and light-metal manufacturing industries plus transport and utilities enterprises. Also, low duties on noncompeting foodstuffs but high duties on other foodstuffs and consumer durables.

Participated in the Kennedy Round. Significant tariff reductions on some items.

*Schedules of Import Duties and Exemptions from Duties Imposed under Customs Ordinance*, Ch. 32, No. 2 (dated April 6, 1962) contains import duties and exemptions from them. Government Printing Office, Port of Spain, Trinidad, about US$0.62. Changes published in Trinidad and Tobago Gazette prepared at same location, $10.62 a year.

**Uruguay.** LAFTA. Most import items are subject to ad valorem duties based on fixed customs valuations, called aforos. Some items are also subject to specific duties. All items are subject to miscellaneous port-handling fees, surtaxes, and other charges which amount to about 4% of the c.i.f. value. There are also additional general import taxes of 1½%, 8% or 15% depending upon the essentiality of the item. Prior deposit of 50% of c.i.f. value are required for imports of raw materials, construction equipment and materials, and some auto replacement parts, and 100% of c.i.f. value for other products.

Nonessential imports are subject to a foreign-exchange surcharge ranging from 30% to 300%, the latter figure being applicable only to automobiles and automotive goods. A prior deposit of 200% of the c.i.f. value is required on items subject to exchange surcharges of 150% or more.

Preferential tariff rates are granted to specified imports from LAFTA countries.

**Venezuela.** LAFTA. CUCI (SITC modification). Duties on consumer goods and goods competing with domestic production are high. Raw materials, semifabricated products, machinery and equipment for industries enjoy relatively low rates of duties, as do essential foods and pharmaceutical products not produced locally. The Supplemental United States—Venezuelan Reciprocal Agreement of 1952 provides for mutual most-favored-nation treatment for imports of contracting parties. Ad valorem surcharges applied in case of few products but bulk of all imports subject to single import duty, and consular fee of from 2 to 3.5%.

*Arancel de Aduanas* includes import tariff schedule, list of commodities subject to prior import licenses, the United States—Venezuela Trade Agreement and other information useful to importers, in Spanish and English. Published in looseleaf form with notices of all changes and amendments mailed to subscribers. Price of complete service (in 1960) $60 a year. W. Poulsen, Veroes A. Jesuitas, Aptdo. 3434, Caracas.

The designations UDEAC and WACU, below, refer to: The Central African Economic and Customs Union, whose members are Central African Republic, Chad, Congo (Brazzaville), Gabon, and Cameroon; and the West African Customs Union, whose members are Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, and Upper Volta.

**Algeria.** BTN. Four-column customs tariff: Column One, with lowest rates, applies to France; Column Two, with higher rates, applies to the other 5 EEC countries; Column Three, with still higher rates, applies to countries affording most-favored-nation treatment to Algeria, including the U.S.; Column Four, with maximum rates, applies to all other countries but is seldom used. Duties on U.S. goods average from 3 to 42%, depending on whether they are deemed essential or luxury items. A production tax and a luxury tax are levied on certain imports in addition to miscellaneous customs surcharges.

*Tarif des Droits de Douanes, d'Importation*. Looseleaf edition includes import duty rates and taxes. Aug. 1963. Imprimerie Officielle de l'Algerie, 9, rue Trollier, Algiers.

**Angola.** BTN. One-column tariff with import duties applied equally to goods from all countries, except those goods from Portugal and its overseas Provinces which benefit from lower or preferential rates. Duties are either specific (based on weight, quantity, etc.) or ad valorem (averaging between 10 and 20%). Additional import taxes are a 2.5% Development Fund of the Province tax and a small stamp tax.

*The International Customs Journal*, Number 10, February 1967, contains a full schedule of import duty rates for Angola. Copies are available on loan from the Dept. of Commerce or its Field Offices.

**Botswana.** BTN. Duties and taxes are the same as for South Africa.

**Burundi.** BTN. Nonpreferential duties average from 5 to 25% depending on whether the goods are essential consumer and capital goods or luxury items. No customs surcharges.

*The International Customs Journal*, Number 47, June 1965, contains a full schedule of import duty rates for Burundi.

**Cameroon.** BTN. Member of UDEAC. Two basic customs charges; (1) Nonpreferential import duty averaging 20-25% ad valorem; and (2) Customs duty or Common External Tariff (CXT) averaging approximately 20% ad valorem. The member countries of the EEC and the former African and Malagasy Organization for Economic Cooperation are exempted from payment of the Customs duty. The preferential CXT and the import duty are applied uniformly by all the UDEAC countries. A Turnover Tax equal to 10% of the value of the goods plus customs and import duty paid is assessed on a non-discriminatory basis by all UDEAC members on all dutiable goods. Cameroon imposes an Additional Tax, ranging from 5% to 35% ad valorem on most dutiable goods.

*The International Customs Journal,* Number 66, August 1966, contains a full schedule of import and customs duty rates, plus applicable taxes for each of the UDEAC countries.

**Central African Republic.** Same as for Cameroon except the Additional Tax ranges between 5 and 25% ad valorem and is applied to a limited number of commodities.

**Chad.** Same as Cameroon except the Additional Tax may go as high as 45% ad valorem though the tax is applied to only a very limited group of commodities.

**Congo (Brazzaville).** Same as Cameroon except the Additional Tax does not exceed 15% ad valorem and is applied to a limited variety of goods. There is also a Brazzaville Municipal Tax of 20% ad valorem on all imported goods arriving in Brazzaville.

**Congo (Kinshasa).** BTN. The import tariff system is presently being reorganized. Part of the tariff schedule is one-column, part is two-column employing both Import duties and Customs duties. All duties are applicable equally to imports from all countries. Duties reach 100% ad valorem but average duties are approximately 30-40% ad valorem. In addition, a Statistical tax of 3% is levied on all imports.

*Tarif des Droits d'Entree,* 1960. Complete schedule of import duties. Copy of tariff and amendments available from La Chambre de Commerce et d'Industrie de Kinshasa.

**Dahomey.** BTN. Member of WACU. Two basic customs charges; (1) Nonpreferential Fiscal duty which averages approximately 30% ad valorem; and (2) Customs duty which averages approximately 10% ad valorem. In addition there is a 1% statistical tax assessed on all imports. All goods from France and from the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty.

*Tableau des Droits d'Entree et de Sortie,* Number 709, December 1966, Imprimerie Nationale du Dahomey, contains a full schedule of import and export duty rates and customs surcharges.

**Ethiopia.** One-column customs tariff with import duties applied equally to goods from all countries. Many items of agricultural and industrial machinery, and other essential commodities are duty-free. Duties may be either specific (based on weight, quantity, etc.) or ad valorem (averaging from 10 to 50%). Except for agricultural and industrial machinery, all imports are subject to additional import taxes: Transaction tax of 12%; a Municipality Tax of 1% ad valorem; a tax of 3% to 5% ad valorem on goods bound for Addis Ababa; plus other miscellaneous taxes (including excise taxes) levied on certain items.

*The Customs Tariff of Imports and Exports,* the Dept. of Customs, P.O. Box 3248, Addis Ababa contains a full schedule of import duty rates.

**French Territory of Afars and Issas** (formerly French Somaliland). Djibouti, the capital and only port of entry, is a free port and a major entrepot for Ethiopia. There are no customs duties. Consumption tax of 18% is levied on all imports for local consumption. Tobacco is subject to a sales tax of 20%; alcoholic beverages and perfumes also are subject to a sales tax. Goods in transit to or from Ethiopia are exempt from all such local taxes.

**Gabon.** Same as Cameroon except the Additional tax is rarely imposed.

**Gambia.** Two-column customs tariff with lowest import duty rates applied to goods from the United Kingdom or other countries of the British Commonwealth, and higher rates on imports from all other countries. Duty rates are either specific (based on weight quantity, etc.) or ad valorem; latter average between 12½% and 25%. There are no additional taxes on imports.

*The Gambia Customs Tariff,* 1965, published by the Gambian Finance Ministry, contains a full schedule of import duty rates.

**Ghana.** BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Duties may be either specific (based on weight, quantity, etc.) or ad valorem or a combination of specific and ad valorem rates. Where duties are a combination of specific and ad valorem rates, the rate yielding the highest revenue shall apply. Ad valorem duties average from 10 to 66⅔%, with luxury items as high as 100%. Duties frequently change. Additional taxes are a purchase tax on motor vehicles ranging between 5% and 100%; an excise tax on specific items; and a sales tax of 11½% on most products.

*The Customs and Excise Tariff,* 1966, of Ghana (with Amendments), published by the Ministry of Finance and available through Ghanaian Customs and Excise Offices, contains a full schedule of import duty rates and other taxes.

**Guinea, Republic of.** BTN. One-column customs tariff with import duties applied equally to goods from all countries. Duty rates average between 5 and 40%, with some rates as high as 100%. Lowest rates apply to essential food, clothing, consumer goods, and industrial equipment, with highest rates on nonessential consumer or luxury items. Additional import taxes are an equalization tax ranging from 10 to 25%, and a small statistical tax on some items.

*Bulletin International des Douanes: Guinea (Republic of),* October 1964. Contains import and export duties and taxes. International Customs Tariffs Bureau, Brussels. Available on loan from the Department of Commerce or its Field Offices.

**Ivory Coast.** BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from EEC and its Associated Overseas Countries (AOC's) are exempt from the customs duty. Additional import taxes are a special import duty of 10% on all except capital goods; a tax on value added ranging from 5 to 23%, depending upon the commodity; and appropriate excise taxes.

*Tarifs des Droits d'Entree et de Sortie de la Republique de Cote d'Ivoire* published by Societe Africaine d'Editions et de Publicite, B.P. 2626, Abidjan. 5,000 CFA francs (about $20). Contains all pertinent information on import and export duties and taxes.

**Kenya.** One-column customs tariff with import duties applied equally to goods from all countries outside the East African common market. Member of the East African common market with Uganda and Tanzania, with import duties and taxes virtually nonexistent on shipments between the three countries. Duties are either specific or ad valorem, or a combination of specific and ad valorem. Where duties are a combination of specific and ad valorem rates, the rate yielding the highest revenue shall apply.

Many items essential for education, health, or economic development purposes are duty-free. On other items, ad valorem rates average between 15 and 37½%. Suspended duties occur on a few items and are occasionally imposed. Additional excise taxes are levied on alcoholic beverages, sugar, tobacco products, and mineral waters.

*Customs and Excise Tariff Handbook,* September 1966, (with Amendments), published by the East African Common Services Organization, contains a full schedule of import and excise duty rates.

**Lesotho.** BTN. Duties and taxes are the same as for South Africa.

**Liberia.** BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Duties are either specific (based on quantity, weight, etc.) or ad valorem (averaging from 10 to 30%). Items deemed essential for education, health, or economic development (particularly mining) are admitted duty-free. Additional import taxes are a surtax of 15% of the import duty paid, a public highway fund levy of 5% of the c.i.f. value of the goods, and a luxury tax on specified items.

*Tariff Act of 1966,* published by the Liberian Treasury Department, contains a complete schedule of import duty rates. Amendments to the 1966 Tariff Act, *An Act to Amend the Revenue and Finance Law with Respect to the Act Adopting the 1966 Customs Tariff,* were effective April 25, 1967, and were published by the Liberian Government Printing Office.

**Libya.** BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Most dutiable items are subject to ad valorem duties which average between 5 and 25%. Numerous items considered essential for education, health, or economic development (particularly machinery) are admitted duty-free. There are no additional taxes on imports.

*Bulletin International des Douanes: Kingdom of Libya,* October 1963. Contains full schedule of import duties. International Customs Tariffs Bureau in Brussels. Copies and supplements updating the original edition are available on loan from the Department of Commerce or its Field Offices.

**Malagasy Republic.** BTN. Two basic customs charges: (1) Customs duty averaging between 5 and 10%; and (2) nonpreferential import tax averaging between 11 and 31%. Goods entering from France and the franc zone and the 5 other EEC countries are exempt from the customs duty. Additional consumption tax levied on certain items.

*The International Customs Journal,* Number 107, October 1966, contains a full schedule of import duty rates for the Malagasy Republic. Copies are available on loan from the Department of Commerce or its Field Offices.

**Malawi.** BTN. Three-column preferential customs tariff with the lowest rates applicable to imports from the United Kingdom. Somewhat higher rates are accorded members and former members of the British Commonwealth. Imports from all other countries pay the general (highest) rate of duty.

Duties are either specific (based on weight,

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**The following International Customs Journals are currently available at a standard price of $3 for a hardcopy and $0.65 for microfiche (Order from the Federal Clearinghouse for Scientific and Technical Information, U. S. Dept. of Commerce, Springfield, Va. 22151):**

| *Country* | *Edition* | *Code Number* |
|---|---|---|
| Austria | 5th ed., year 1965-66 | PB—169260 |
| Bahama Islands | 5th ed., year 1966-67 | PB—174066 |
| Belgium (see Benelux) | | |
| Benelux | 6th ed., year 1965-66 | PB—170849 |
| | Supplement 1 | PB—170849-1 |
| | Supplement 2 | PB—170849-2 |
| Bermuda | 10th ed., year 1966-67 | PB—174065 |
| Brazil | 8th ed., year 1957-58 | PB—173303 |
| British Honduras | 10th ed., year 1966-67 | PB—174338 |
| Bulgaria | 5th ed., year 1965-66 | PB—169253 |
| Burundi | 1st ed., year 1965-66 | PB—169263 |
| | Supplement 1 | PB—169263-1 |
| Canada | 11th ed., year 1966-67 | PB—173660 |
| Cent. Afr. Customs Un. | 1st ed., year 1966-67 | PB—173465 |
| Ceylon | 10th ed., year 1964-65 | PB—169270 |
| Chile | 10th ed., year 1954-55 (Supplement 1-4 included) | PB—173298 |
| Colombia | 9th ed., year 1965-66 | PB—169272 |
| Czechoslovakia | 3rd ed., year 1955-56 | PB—169278 |
| Denmark | 9th ed., year 1965-66 | PB—169266 |
| East Africa | 1st ed., year 1964-65 | PB—169271 |
| Ecuador | 14th ed., year 1966-67 | PB—173198 |
| Falkland Islands | 5th ed., year 1966-67 | PB—174068 |
| Finland | 11th ed., year 1963-64 | PB—169269 |
| France | 11th ed., year 1962-63 (Supplement 1 included) | PB—173294 |
| Germany | 10th ed., year 1965-66 | PB—169262 |
| Gilbraltar | 5th ed., year 1966-67 | PB—174067 |
| Gilbert and Ellice Islands Colony | 5th ed., year 1967-68 | PB—174096 |
| Great Britain and Northern Ireland | 23rd ed., year 1964-65 | PB—169287 |
| Greece | 7th ed., year 1961-62 (Supplement 1 included) | PB—169283 |
| Grenada | 8th ed., year 1966-67 | PB—174353 |
| Guinea | 1st ed., year 1964-65 | PB—169258 |
| Hong Kong | 5th ed., year 1960-61 | PB—173300 |
| Hungary | 4th ed., year 1965-66 | PB—169566 |
| Iceland | 5th ed., year 1963-64 | PB—169268 |
| India | 20th ed., year 1964-65 | PB—169256 |
| Iran | 8th ed., year 1960-61 | PB—173307 |
| Iraq | 2nd ed., year 1957-58 | PB—173305 |
| Ireland | 7th ed., year 1964-65 | PB—169259 |
| Israel | 5th ed., year 1962-63 | PB—173293 |
| Italy | 10th ed., year 1962-63 | PB—169281 |
| Japan | 12th ed., year 1966-67 | PB—174389 |
| Jordan | 2nd ed., year 1964-65 | PB—169277 |
| Lebanon | 2nd ed., year 1961-62 | PB—173301 |
| Libya | 2nd ed., year 1963-64 (Supplement 1 included) | PB—169290 |
| Luxembourg (see Benelux) | | |
| Malagasy Republic | 1st ed., year 1966-67 | PB—173872 |
| | (Supplement 1 included) | PB—173872-1 |
| Malaysia | 1st ed., year 1964-65 | PB—169264 |
| Mali | 1st ed., year 1964-65 | PB—169257 |
| Man, Isle of | 3rd ed., year 1955-56 | PB—169288 |
| Mauritius | 9th ed., year 1955-56 | PB—169279 |
| Morocco | 7th ed., year 1962-63 | PB—169285 |
| | Supplement | PB—173101 |
| Netherlands (see Benelux) | | |
| New Hebrides | 5th ed., year 1966-67 | PB—173661 |
| New Zealand | 9th ed., year 1963-64 (Supplement 1 included) | PB—173304 |
| Nigeria | 8th ed., year 1965-66 | PB—169567 |
| | (Supplement 1) | PB—173100 |
| Norway | 16th ed., year 1964-65 | PB—169267 |
| Pakistan | 4th ed., year 1960-61 | PB—173295 |
| Panama | 7th ed., year 1958-59 | PB—173292 |
| Paraguay | 5th ed., year 1949-50 | PB—173299 |
| Peru | 9th ed., year 1964-65 | PB—169261 |
| Philippines | 6th ed., year 1958-59 | PB—173296 |
| | (Supplement 1 and Supplement 2 is included) | PB—173269-2 |
| Portugal | 9th ed., year 1966-67 | PB—174309 |
| | (Supplement 1) | PB—174309-1 |
| Reunion Island | 5th ed., year 1958-59 | PB—169291 |
| Rwanda | 1st ed., year 1964-65 | PB—169275 |
| | (Supplement) | PB—173253 |
| Saint Christopher, Nevis, Anguilla | 4th ed , year 1966-67 | PB—174334 |
| South Africa | 13th ed., year 1965-66 | PB—169255 |
| Spain | 10th ed., year 1965-66 | PB—170512 |
| Sweden | 13th ed., year 1963-64 | PB—169276 |
| Switzerland | 10th ed., year 1965-66 | PB—169265 |
| | (Supplement 1 and | PB—169265-1 |
| | Supplement 2 included) | PB—169265-2 |
| Syria | 2nd ed., year 1966-67 | PB—173873 |
| Thailand | 9th ed., year 1960-61 | PB—173306 |
| Tunisia | 6th ed., year 1961-62 | PB—169280 |
| Turkey | 8th ed., year 1961-62 (Supplement 1 is included) | PB—173297 |
| United Arab Republic | 1st ed., year 1964-65 | PB—169289 |
| | (Supplement) | PB—173256 |
| USSR | 4th ed., year 1961-62 | PB—169254 |
| United States | 11th ed., year 1963-64 | PB—169293 |
| | (Supplement 1 included) | PB—169293-1 |
| | | PB—169293-2 |
| Venezuela | 18th ed., year 1960-61 (Supplement 1 included) | PB—173302 |
| Zambia | 1st ed., year 1964-65 | PB—169273 |

quantity, etc.) or ad valorem, or a combination of specific and ad valorem rates. Where the duty on a commodity is a combination of a specific and ad valorem rate, the rate yielding the highest revenue shall apply. Ad valorem duties on imports from the U.S. average between 5 and 30%, with duty-free status on a number of items. Dumping duties may also be imposed on imports where the Minister of Finance deems such action necessary. There are no additional taxes on imports, except for excise taxes on alcoholic beverages and tobacco.

Participated in the Kennedy Round.

*Boe's Customs Index, Section IV, Republic of Malawi;* contains information on import duties, dumping duties, duty suspensions and exemptions, drawbacks and rebates, trade agreements, and export and import controls. Boe's Index (Pvt.) Ltd., P.O. Box 1710, Salisbury, Rhodesia. Price of annual subscription, 5 pounds 5 shillings (about $14.70), includes notices of all changes and amendments in the tariff.

**Mali.** BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty (for revenue) which averages between 5 and 25%; and (2) customs duty which averages between 2 and 25%. All goods from France and the franc zone are exempt from the customs duty; goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Additional import taxes are a standard import tax ranging from 5.73 to 47.8%, a special import tax ranging from 6 to 15%, and other miscellaneous taxes.

*Bulletin International des Douanes:* Mali, October 1964. International Customs Tariffs Bureau in Brussels. Contains information on import duties and taxes for Mali. Available on loan from the Department of Commerce or its Field Offices.

**Mauritania.** BTN. Member of WACU. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from the EEC and its Associated Overseas Countries (AOC's) are exempt from customs duty. Additional import taxes are a standard importation tax ranging from 20 to 30%; a turnover tax ranging from 10 to 22%; small statistical tax of 10 CFA francs (about 4¢) per item, metric ton, or postal parcel; plus appropriate excise taxes on some items.

*Tarifs d'Entree et de Sortie,* February 1962. Imprimerie Nationale, Rufisque, Senegal. Contains information on import and export duties and taxes.

**Mauritius.** SITC. Two-column customs tariff. Preferential duty rates apply to imports from the United Kingdom and the

British Colonies, Canada, Australia, New Zealand, Republic of South Africa and South West Africa, India, Rhodesia, Pakistan, Republic of Ireland, Ceylon, and Burma. Higher import duties apply to goods from all other countries (including U.S.). Duties are either specific (based on weight, quantity, etc) or ad valorem. Ad valorem rates on U.S. goods average approximately 30%.

**Morocco.** BTN. Two-column customs tariff. First column gives the maximum import duty which may be applicable on a particular item; second column gives duty rate actually in effect. Rates of second column apply equally to imports from all countries, giving Morocco a completely nonpreferential tariff. Virtually all duties are ad valorem and average between 5 and 40%, with duty rates on some nonessential consumer and luxury items or locally produced goods running as high as 100%. Additional import taxes are a special ad valorem tax of 2.5%; a stamp tax of 1%; a tax on products of between 6 and 12% (usually 8%); and other miscellaneous taxes levied on certain goods.

*Bulletin International des Douanes: Morocco (Kingdom of)*, October 1962. Contains a full schedule of import duties. Generally reliable for current usage. International Customs Tariffs Bureau in Brussels. Available on loan from the Department of Commerce or its Field Offices.

**Mozambique.** BTN. One-column tariff with import duties applied equally to goods from all countries except Portugal and its overseas provinces, which benefit from reduced preferential rates. Duties are either specific or ad valorem. Ad valorem rates average approximately 15 to 20% for most goods imported from the U.S. Surcharges ranging from 1.5% to 90% ad valorem are collected on most commodities. In addition there are various small taxes such as the stamp tax, lighthouse duty, etc., assessed on imported goods.

*The International Customs Journal*, Number 19, April 1967, contains a full schedule of import duty rates for Mozambique. Available on loan from the Dept. of Commerce or its Field Offices.

**Niger.** BTN. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty; goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are a statistical tax of 1%; a standard tax of 22%; a turnover tax ranging from 10% to 22% (ad valorem, c.i.f.), and excise taxes which apply to certain items.

**Nigeria.** BTN. One-column customs tariff with import duties applied equally to goods from all countries. Duties are either specific (based on weight, quantity, etc.) or ad valorem, or a combination of both. Where a commodity is subject to a specific and ad valorem duty rate, the rate which yields the highest revenue shall apply. Ad valorem rates average between 25 and 40%, with nonessential or luxury items dutiable to 100%. A number of essential items for human welfare and economic development are duty-free. There are no additional taxes on imports except excise taxes on certain items and a purchase tax on gasoline and diesel oil. Preferential treatment is accorded the EEC on 26 commodities in the EEC-Nigerian Association, which has not yet been ratified.

*The Customs Tariff Act, 1965*, published by the Nigerian Ministry of Information in the Official Gazette. Vol. 52, Number 59, contains a full schedule of import duty rates for Nigeria.

**Rwanda.** BTN. Two basic tariff charges; (1) a non-preferential Revenue duty averaging 10 to 15% ad valorem and a Customs duty averaging 15 to 20% ad valorem. Products imported from the EEC countries are granted a 15% reduction in the Customs duty. A statistical tax of 3% is assessed on all imports.

*Bulletin International des Douanes: Rwanda*, February 1965. International Customs Tariffs Bureau in Brussels. Contains information on all import duties. Available on loan from the Department of Commerce or its Field Offices.

**Senegal.** BTN. Member of WACU. Two basic customs charges: (1) nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Additional import taxes are the same as those for Mauritania, with the addition of a specific tax on petroleum products ranging from 15.5 to 25.5 CFA francs (about 6¢ to 10¢) per liter.

Tariff publication the same as for Mauritania.

**Sierra Leone.** BTN. One-column customs tariff with import duty rates applied equally to shipments from all countries. Duties are either specific (based on weight, quantity, etc.) or ad valorem, or a combination of both. Where the duty on a commodity is a combination of a specific and ad valorem rate, the rate yielding the highest revenue shall apply. Ad valorem rates average approximately 35%, with higher rates on nonessential consumer or luxury items. There are no additional taxes on imports, with the exception of excise taxes on imported proof spirits.

*The Sierra Leone Government Customs and Excise Tariff*, March 1967, available from the Sierra Leone Government Bookshop, Freetown, contains a full schedule of import, export and excise duty rates.

**Somali Republic.** One-column customs tariff with import duty rates applied equally to goods from all countries. The Northern and Southern Region now have a unified tariff system. Virtually all import duties are ad valorem and average between 30 and 40%. Additional taxes include an administrative and statistical fee of 8% ad valorem, a small harbor tax and stamp tax, and a purchase tax on certain specified goods which range from 15% to 80% ad valorem. There is also a specific surtax on imported sugar and alcoholic beverages.

**South Africa, Republic of.** BTN. Three-column customs tariff. Preferential import duties (minimum rates) are applied to certain shipments from the United Kingdom, British Colonies, and other specified nations of the British Commonwealth. Most-favored-nation duties (intermediate rates) apply to shipments from most other countries, including the U.S. General duties (maximum rates) are applied to a few countries which do not qualify for the minimum or intermediate rates. Few general duties are in effect.

Most duties are either specific (based on weight, quantity, etc.) or ad valorem. A number of items enter duty-free from U.S. Ad valorem duties on U.S. goods average between 5 and 20%. Dumping duties are imposed when the Minister of Finance deems such action necessary. There are no additional taxes on imports except for excise taxes on a few items.

Participated in the Kennedy Round. Significant tariff reductions on some items.

*Jacobsen's Customs Tariff Book* contains a full schedule of import duties, plus information on dumping duties, drawbacks and rebates, trade agreements, and other customs regulations. K. J. K. Jacobsen, 422 City Centre, 272 Pretorius Street, P.O. Box 1878, Pretoria. Initial price, 6 rands 30 cents (about $8.82). Annual subscription for looseleaf edition, and supply of notices indicating changes and amendments in the tariff from time to time, 10 rands 50 cents (about $14.70).

**Southern Rhodesia.** A single-column customs tariff introduced in Feb. 1967 enables all countries to compete equally on basis of old Column B or intermediate rate; except that preferential rates are retained for Rhodesia's trading partners in Southern Africa: South Africa, Swaziland, Botsivana, Lesotho, Portugal, Angola, Mozambique and Malawi.

*Boe's Customs Index*, Section II, Rhodesia contains a full schedule of import duty rates and other regulations.

**Spanish Africa.** BTN. The Spanish customs laws and rates prevail in all Spanish possessions in Africa except that petroleum-exploration machinery is exempt. A statistical and customs handling fee of 0.75% ad valorem is levied on all foreign imports. In addition these goods are subject to any indirect taxes levied upon national goods. No customs tariff applied against inter-Spanish trade, otherwise prevailing rates are applicable to all countries without preference.

*Customs Tariff Classifications and Rates*, in Spanish, published in the *Boletin Oficial del Estado*, Number 196, Aug. 17, 1961. Government of Spain, Madrid.

**Sudan.** Two-column customs tariff. Preferential import duties are applied to products originating in and imported directly from the United Arab Republic (Egypt). Higher duty rates are applied to all goods (including those of U.A.R. origin) imported from all other countries. Duties may be either specific (based on weight, quantity, etc.) or ad valorem. Ad valorem duties average between 10 and 50%. Duties from 200 to 400% are common on wines, and specific duties on tobacco and spirits average between 3 and 6.5 Sudanese pounds (about $8 to $19) per kilogram and liter, respectively. Additional taxes on imports are a quay tax of 1.2%, and other miscellaneous taxes and royalties on certain items.

**Swaziland.** BTN. Duties and taxes are the same as for South Africa.

**Tanzania** (Tanganyika and Zanzibar). Tanzania is a member of the East African Common Market with Kenya and Uganda. Information for Tanzania is the same as that summarized for Kenya; East African schedule also applicable to Zanzibar as of June 1967.

**Togo.** BTN. Non-preferential duty rates average approximately 20%. Duties are lowest on essential consumer and capital goods and highest on nonessential and luxury items. Additional import taxes are a transaction tax of 17%; a stamp tax of 2%, plus other miscellaneous smaller taxes levied on specific items.

*Tarif Officiel des Douanes April 1958* (1963 edition), published by the Chamber of Commerce, Agriculture and Industry of Togo, contains a full schedule of import and export duty rates.

**Tunisia.** BTN. One-column customs tariff (minimum tariff) with import duties applied equally to goods from those countries with which Tunisia has a trade agreement or are members of the GATT, including the U.S. Virtually all duties are ad valorem with rates of the minimum tariff averaging between 5 and 20%.

The single exception to Tunisia's non-preferential tariff is accorded France. A large group of commodities imported from France receive substantial, 40 to 50%, reductions in import duties.

A number of items enter duty-free. Additional taxes on imports are: (1) Customs formality tax of 1.8%; (2) production tax, levied on most items at rates between 12.5 and 15.5%; and (3) a consumption tax, consumption customs duty, and National Defense Fund surtax which are levied on certain items at varying rates.

*Bulletin International des Douanes; Tunisia,* October 1961. Contains a full schedule of import and export duties. International Customs Tariffs Bureau in Brussels. Available on loan from the Department of Commerce or its Field Offices.

**Uganda.** Same as Kenya. Member of East African common market with Kenya and Tanzania.

**Upper Volta.** BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Additional import taxes are a statistical tax of 1%; a conditioning tax of 25%; a forfeiture tax ranging from 2.22 to 25%; a development tax of 10%; a local stamp tax of 3%, a tax to support price controls of 1.5%; and other miscellaneous taxes which are levied, in addition, on specific items.

**Zambia.** One-column tariff schedule with duties assessed equally on imports from all countries. Rates may be either specific or ad valorem. Specific duties levied primarily on alcoholic beverages and tobacco. Ad valorem rates range between free and 30%, with most commodities dutiable at approximately 10%. There are no additional taxes on imports, except for excise taxes on imported cigarettes.

*Boe's Customs Index Section III, Republic of Zambia;* contains information on import duties, dumping duties, duty suspensions and exemptions, drawbacks and rebates, trade agreements and export and import controls. Boe's Index (Pvt.) Ltd., P.O. Box 1710, Salisbury, Rhodesia. Annual subscription: 5 pounds 5 shillings (about $14.70), includes notices of all changes and amendments in the tariff.

FAR EAST
OCEANIA

**Australia.** BTN. Preferential duties accorded British Commonwealth countries. Surtaxes (primage duty) of either 5 or 10% levied on many items. Most duties are ad valorem although some are specific or a combination of the two. Tariff provides for some very high rates of duty, particularly on consumer goods. However, many imports, mainly producers' goods, enter free or at reduced duty under customs by-law treatment, when not available from domestic sources of supply.

Participated in the Kennedy Round.

*Customs and Excise Tariffs* includes import and primage duties. Available from Department of Customs and Excise, Canberra, A.C.T.

**Cambodia.** BTN. Tariffs based on c.i.f. value of import. Duties designed for revenue, but protective rates set for some agricultural products and manufactures produced locally. Goods deemed useful to industrial or agricultural development enter free or at relatively low rates. All imported goods subject to surtaxes of specific type and to a turnover tax, which is 12% ad valorem for most imports. Duty exemption for capital equipment and raw materials is available under the 1957 investment law in connection with new private foreign investments.

*Tarif des Droits de Douane du Cambodge,* 1959, includes import and export duty rates, general rules for interpretation of tariff nomenclature, trade restrictions, taxes. Direction des Douanes et Regies, Phnom Penh. Single copy, 3,500 riels. ($100).

**Hong Kong.** Free port. Duties levied only on alcoholic beverages, methyl alcohol, tobacco and tobacco products, hydrocarbon oils (petroleum products) and table waters. Based on SITC nomenclature.

*Directory of Commerce, Industry and Finance,* 1965. Single bound annual edition includes duty rates, tax rates, licensing and other documentation requirements for imports, exports and exchange. Hong Kong Department of Commerce and Industry, Printing Department, 81-115 Java Rd., North Point, Hong Kong. Single copy, HK$4 (US$0.70).

**Indonesia.** Duties levied according to the essentiality of the import, range from free to 100%, c. & f. Import valuation is calculated at exchange rate of Rp. 130 per U.S. dollar for purposes of duty assessment. Imports may be made through: (1) foreign exchange allocated by the government for essential commodities at a rate approximating the open market BE rate (a combined import/exchange license is required); (2) export bonuses (BE's), available at the rate of Rp. 137 per U.S. dollar on August 31, 1967, which may be used to import fairly essential commodities; and (3) DP or complementary foreign exchange, available at the rate of Rp. 164 per U.S. dollar on August 24, 1967, which may be used for less essential commodities.

Tariff Book of the New Indonesian Customs Import Duties contains import tariffs and luxury taxes. Issued January 1967 by Bureau of Customs.

**Japan.** BTN. Duties generally range from free to 40%, with raw materials duty-free or at moderate rates. Most common rate for machinery is 15%; for chemicals, 20%; and for textiles and made-up clothing, 15 to 30%. Highest rates apply to items such as confectionery, liquors, cosmetics, furs, jewelry, and automobiles. In addition, commodity taxes ranging from 5 to 40% are applied on many consumer and luxury-type goods sold in the Japanese market.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

*Customs Tariff Schedules of Japan, 1967.* Japan Tariff Association, 2, Honshio-cho, Shinjuku-Ku, Tokyo. 3,000 yen ($8.33), includes postage.

**Korea, Republic of.** BTN. High duties assessed on consumer and luxury items but moderate rates for essential goods and commodities not locally produced. Certain commodities for specified industries are duty-exempted. No general preferential tariff treatment based on country of origin, but imports financed with AID funds subject to duty rates at 50% of regular schedule. Commodity taxes range from 2 to 60% levied on selected commodities sold in Korea.

Participated in the Kennedy Round.

*Korean Trade Directory,* annual. In addition to complete customs tariff, contains general economic and trade information as well as the names and addresses of about 1,000 registered traders and 200 offer agents with listings classified alphabetically and by commodity. Korean Traders Association, 123, 2-ka, Namdaimunro, Chung-ku, Seoul. $4.62 for 1966 edition.

**Laos.** BTN. Tariff duties are ad valorem, calculated on c.i.f. Laos kip value; some commodity imports carry specific rates. Duties on luxury and semiluxury articles, motor vehicles and buses and goods in competition with domestic goods are high (30 to 60%). Raw materials and machinery carry relatively low duties (0 to 25%). A general internal tax and several import taxes are levied on a number of items.

*Tarif des Droits de Douane d'Importation et d'Exportation* contains import and export duties, special import, export and other taxes, commercial agreements, general rules on the interpretation of terms used. Issued in 1964 by the Direction des Douanes et Regies, Ministere des Finances, Vientiane.

**Malaysia.** SITC revised. Applies Commonwealth preferences on a selected list of products. Many items, especially machinery and other industrial equipment, free of duty. Other duties vary from 5% to 100% (c.i.f.) for a few items. Singapore, Labuan and Penang are free ports for a wide range of commodities.

Import tariff rates for the entire Malaysian area are being coordinated with the creation of a Common Market. Revisions are published in the Official Government Gazette, in English, obtainable from the Government Printing Department, Kuala Lumpur, for a nominal fee.

**New Zealand.** BTN. Preferential duties granted Commonwealth countries. Duties on consumer goods range from 20 to 80%; on capital goods from 20 to 50%; and on raw materials nil or low. Sales taxes of 10% and 20% apply to a wide range of nonessential commodities. For conservation of foreign exchange most imports must be licensed.

*Customs Tariff of New Zealand* includes import duties, prohibited and restricted imports including sanitary regulations. Available from Comptroller General, Customs Department, Customs House Quay, Wellington. 30 shillings ($4.20) for annual edition including amendments.

Participated in the Kennedy Round.

**Philippines.** BTN. High duty rates on certain luxury items and on foreign goods competing with products of local manufacture. Low duty rates on imported items considered essential to economy. Import duties can be waived for basic-industry imports. Sales taxes assessed on most imports. Compensating tax (levied in lieu of sales tax) for products imported by end user.

Ten percent tariff preference granted to goods of U.S. manufacture until January 1, 1974, at which time preferential treatment will be eliminated.

*Tariff and Customs Code of the Philippines*, Manila, Bureau of Printing, 1957, gives product classification and listing of import duties and regulations.

**Taiwan.** Duty rates range from free to 160% ad valorem. In general, duties under 20% apply to books, raw materials, certain machinery and fuels; between 20 and 40% to products essential to education and health; between 40 and 80% to most manufactured articles; and above 80% to luxuries and certain textiles. Surtaxes on all imports include: defense surtax, 20% of assessed duty; harbor dues 3% ad valorem.

*Classification of Import Commodities*, March 1, 1964, published by the Foreign Exchange and Trade Commission, Nan Chang St., Section 1, Taipei, includes regulations for control and classification of import and export commodities and applicable control on each commodity.

**Thailand.** BTN. Duties primarily for revenue, relatively low for most imports, i.e., 10-30% ad valorem on the c.i.f. value of the import. Commodities for economic development are often on free list. Higher duties applied to promote use of domestic raw materials (e.g., glutamic acid), as protection for domestic agricultural products (e.g., sugar, edible copra), protection of growing light industrial sector (e.g., vegetable and fruit preservatives), and to protect officially "promoted" industries considered necessary for economic development.

Business tax ranging from 2 to 25% levied on most commodities, frequently calculated on an inflated base.

*Customs Tariff Decree B. E. 2503* (1960), published by Statistics Division, Department of Customs, Ministry of Finance, Bangkok; bound edition. Includes interpretation of terms used and regulations for control and classification of import and export commodities.

**Viet-Nam.** BTN. Most essential raw materials, machinery and equipment are exempt from duties; nonessentials, luxuries and goods competing with domestically produced items are subject to high rates and to an "austerity" tax ranging from 40% to 350% ad valorem. Most imports are also subject to a perequation tax ranging from VN$10 to VN$140 per US$1 c.i.f. value. Under the Investment Decree Law of Feb. 14, 1963, exemption from or reduction of customs duties is offered in connection with essential foreign investments.

*Tarif des Douanes du Viet-Nam* contains import duty rates. Available only in Vietnamese, it can be used in conjunction with the Brussels tariff schedule and a complete revision published in issue No. 37 of the Official Journal of the Republic of Viet-Nam dated July 23, 1966.

NEAR EAST
SOUTH ASIA

**Aden.** "Tariff includes only 13 items falling into 4 main categories: alcoholic beverages, tobacco and products, nonpotable alcoholic mixtures, and gasoline. All but 3 are specific duties. No preferential rates; no surtaxes."

*The Aden Colony Gazette*, No. 63, December 1960, contains duties and customs regulations. Government Printer, Aden. $0.50.

**Afghanistan.** While all import duty rates are levied on an ad valorem basis, arbitrary values also are fixed for many commodities, complicating computation of the actual duty incidence between items dutiable at a low or high rate. Generally speaking, the highest duties apply to consumer goods. No preferential rates. Additional duty of 4% ad valorem applies on all items in the tariff schedule except petroleum products and sugar. Luxury taxes ranging from 3 to 25% on 14 items. Cars, trucks, and cigarettes are subject to monopoly tax.

**Bahrain.** Tariff lists 104 items ranging from 5 to 15% ad valorem; majority are 10%. No preferential rates; no surtaxes.

*Bahrain Customs Ordinance*, 1950, includes customs ordinance, list of prohibited goods, import and export duties and other customs fees and charges. Bahrain Government, 2 rupees (about 50 cents).

**Burma.** Burma's official tariff is held confidential by the Government of Burma and is not available for public use.

**Ceylon.** Most tariff rates are ad valorem, ranging from 3% to 150%, although a few rates are higher. Agricultural and dairy machinery, some agricultural products, and many types of sporting goods are exempt from duty. The majority of other nonluxury items fall within the 15-40% range. Raw materials generally are dutiable at 30%. Essential industries receive concessional rates on raw materials, machinery, and spares. Preferential rates apply on most imports from the British Commonwealth and from Burma.

*The Ceylon Government Gazette Extraordinary*, Customs Notification (Tariff) No. 65/1, December 10, 1965. Government Press, Ceylon.

**Cyprus.** SITC. Rates range from 4 to 150% with only a few items at the highest rates, some luxury items between 40 and 60% and many items at the 8 to 16% level. There are a substantial number of free items including most agricultural machinery, fertilizers, cereals, petroleum and ores. Preferential rates apply to goods of British Commonwealth origin. No surtaxes.

*Cyprus Customs Tariff and Customs Drawback Regulations*, 1963. Printing Office of the Republic of Cyprus, Nicosia. $1.40.

**India.** Many tariff rates are modified by notes showing exceptions or different rates. Most duties are ad valorem. Rates range up to 100%, but most items fall in the 20-50% range. Generally, agricultural machinery is dutiable at 15%; industrial machinery and primary raw materials at 27½%; intermediates, other raw materials and chemicals at 50% and consumer goods at 100%. Preferential rates apply to certain imports from the United Kingdom, British Colonies, and Burma. There are no customs surcharges, but many imports are subject to excise duties.

Participated in the Kennedy Round.

*Indian Customs and Central Excise Tariff*, Fifty-Sixth Issue, as in operation on June 30, 1966: Volume I, "Customs Tariff", $0.90, contains import and export duties, and cesses (export taxes); Volume II, "Central Excise Tariff," $0.90, contains customs excise tariff only. Department of Commercial Intelligence and Statistics, Calcutta.

**Iran.** Tariff consists largely of specific rates (nonpreferential). Exempted items include grains and flour, fish, milk, fertilizers and aircraft and parts. Ad valorem duties range from 5 to 100%. Low rates levied on most types of capital machinery, drugs and medicines, while rates on such consumer goods as passenger cars, radios and furs are substantial. A commercial profits tax is levied on most imports.

**Iraq.** BTN. Ad valorem duties predominate, although many are specific. Lowest duties apply to petroleum products, paints, paper, tools, industrial refrigerators, bicycles and machinery. Some agricultural implements, industrial machinery and chemicals are free of duty. High duties apply to beverages, tobacco, leather goods, clocks, watches and furniture. Preferential rates apply to specified products imported from certain Arab countries.

**Israel.** BTN. Tariff (nonpreferential) is predominantly ad valorem in all categories of commodities except food, beverages, tobacco, and textiles. Rates are generally high, mostly in the range of 30 to 100%. High purchase taxes are levied on some commodities. Surcharges levied on a large number of commodities. An English language edition, *Customs Tariff*, is published as Business Diary Tariffs and Fees, a periodical service of English translations of Israeli laws and regulations.

Participated in Kennedy Round. Significant tariff reductions on a broad range of items.

Current edition of the customs tariff is dated January 1, 1967, $14.85. Business Diary, 37 Harbour Street, P.O. Box 1313, Haifa; or 49 Yehuda Halevy, P.O. Box 2911, Tel Aviv. Contains import duty rates, purchase taxes, and surcharges.

**Jordan.** BTN. Most rates are ad valorem, ranging from 1 to 100%. The majority of duties, however, are relatively low. A number of foods, minerals, fertilizers, chemicals and industrial and agricultural machines fall in the 0 to 14% range. Rates in excess of 35% apply chiefly to nonessential goods and items competing with products of Jordanian industry. Additional import surcharges and taxes are also levied. Preferential rates apply to specified products imported from certain Arab countries.

*Jordan's Customs and Excise Law, and Tariff Rates*, Jan. 1, 1964, printed by Ministry of Finance-Customs.

**Kuwait.** A duty of 4% ad valorem is levied on all dutiable goods imported into Kuwait except liquor and liquefied petroleum gas (100%). Preferential rates apply to specified products imported from certain Arab countries. No surcharges. The Kuwaiti tariff is not published because of the uniform duty.

**Lebanon.** BTN. Most rates are ad valorem, ranging from 1 to 50%. Free items include pharmaceuticals, tanning and dyeing substances, some chemicals, books and agricultural machinery. Lowest duties apply to dairy products, cereal grains, petroleum products, minerals, chemicals, plastic materials, metals, machinery and tools; highest to automobiles, vegetables, fruits, liquors, perfumery, toilet preparations, hides, leather, clothing and shoes. Preferential rates apply to specified products imported from certain Arab countries.

*Tarif des Droits de Douane* in Arabic and French, dated 1967, is published by Conseil Superieur des Douanes, Republique Libanaise, Beyrout, to whom remittances of £10 ($4.52) should be made payable.

**Muscat and Oman.** Tariff comprises 127 items with ad valorem rates. Maximum duty on all but 7 items is 17½%. Highest duties apply to wine, beer, opium (75%); vegetable ghee, cigars, cigarettes (25%); and motor cars (20%).

*The Muscat Customs Manual* may be obtained from the Director of Customs, Sultanate of Muscat and Oman, for $1.

**Nepal.** Both ad valorem and specific duties are widely used. Nepal has separate tariff schedules for Tibet, India, most-favored-nation (MFN) countries (United States, United Kingdom, Pakistan, Mainland China, USSR, Poland, and Yugoslavia), and all other countries. MFN rates are slightly higher than rates for Tibet and India, but lower than rates for the "all other countries" schedule. Most industrial and agricultural machinery is dutiable at 1%. Otherwise, the lowest rates are on cotton yarn, newsprint, medicines, and fertilizers; higher rates apply to ready-made garments, toilet articles, plastic goods, leather goods, and glass products. Surtaxes are levied on some items.

Customs tariff in English, His Majesty's Government Press, Kathmandu.

**Pakistan.** BTN. Most duties are ad valorem. Duty-free items include grains, flour, ores, wool, coal, books, agricultural tractors and most other agricultural machinery, and fertilizers. Most capital goods are dutiable at 25%, with a concessional rate of 20% if imported into East Pakistan. Highest rates apply on such consumer goods as textile fabrics, clothing, tobacco, liquors, and passenger cars. Preferential rates apply on certain imports from the United Kingdom, British Colonies and Ceylon. A defense surcharge of 25% of the customs duty is applicable to all imports except exempted items of machinery, components, and apparatus for use with the machinery. Most imports are also subject to 15% sales tax.

*Pakistan Customs Tariff*, Third Edition, July 1, 1966. Published by the Manager of Publications, Karachi, $1.37. Includes import and export duty rates, cesses, and sales tax rates.

**Qatar.** General rate of 2½% ad valorem applies to most goods. Duty on tobacco, cigars, and cigarettes is 10%; on phonographs and phonograph records, 15%; and on alcoholic beverages, 50%. There are minor port charges, but no surtaxes and no preferential duties.

**Saudi Arabia.** Most duties are ad valorem, moderately low, ranging up to 40% (except for one tobacco item). Animals, milk, cheese, grains, flour, dried vegetables, medical supplies, books, paint, varnish, machinery, agricultural implements and fertilizers are free of duty. Low duties apply to eggs, fresh or canned vegetables, canned fruits, blankets, metals, pipes, oil, grease, tires and industrial electrical equipment. Perfumery, tobacco, firearms and cameras take highest duties. Preferential rates apply to specified products imported from certain Arab countries. Surtax: 10% of customs duty.

*Customs Tariff*, April 1963, includes principal provisions of customs law and tables of weights and measures. The original, in Arabic, is published by the Kingdom of Saudi Arabia, Ministry of Finance, Directorate of General Customs Administration, priced at 5 rials ($1.11), payable to the Printing, Press and Publication Organization in Jidda. An English translation has been made by Arabian Oil Co., Local Government Relations Department, Translation Division, Dhahran.

**Syria.** BTN. General level of duties is low, many items taking a nominal rate of 1%, others 7% and 15%, under customs tariff effective Jan. 1, 1963. Preferential rates apply to specified products imported from certain Arab countries. There are minor surcharges and internal taxes.

*Tarif Permanent des Douanes de Syrie*, dated June 1965. Bureau des Documentation Syriennes and Arabes, 67 Place Chahbandar, B.P. 451, Damascus, $19.64.

**Trucial States.** Includes seven Shaikhdoms in the Persian Gulf region: Ajman, Abu Dhabi, Dubai, Fujairah, Ras al-Khaimah, Sharjah, and Umm al-Qaiwain. Dubai applies a 4.625% ad valorem rate on all items imported, with the exception of watches (1.25% ad valorem) and gold bullion (free). Goods imported by air into Dubai are dutiable at 2%. Sharjah's duties are 2.5% for imports by sea or land, and 2% by air. Abu Dhabi applies a 4.6% duty on all imports. No duties levied by the other states. No surtaxes; no preferential duties.

**Turkey.** BTN. Most-favored-nation rates are ad valorem, ranging from 5 to 100%. Duty free items include domestic breeding animals, phosphates and sulfates, medicine, printed material and ferroalloys. Lower rates are generally on vegetable oils, alkalis, most chemical products, rubber products and engines. Higher rates are on radio apparatus, glassware, tiles, fabrics, cinemagraphic film, cosmetics, beer and whisky.

An English translation of the Turkish customs tariff, in mimeographed form, is distributed by Turk Argus Ajansi, Is Bankasi Hani, P.K. 1025 Galata, Istanbul. Annual subscription of 750 Turkish lira ($82.50) includes translations of official gazettes. Tariff alone, 50 Turkish lira ($5.50).

**United Arab Republic.** BTN. All duties, except on tobacco, are ad valorem. Rates vary widely, from 2 to 400%, with some exceptions. Preferential rates apply to specified products imported from certain Arab countries. Statistical taxes of 10% are assessed on all imports, and excise duties on items including alcohol, liquors, petroleum products, cement, coffee, lighters, matches, playing cards, synthetic fabrics, salt, sugar, and wheat flour. Pavement duty taxes of 3%, and additional excise taxes apply on other selected articles.

*U.A.R. Customs Tariff*, 1965, in English translation, includes an explanation of the tariff, the export tariff and excise duties. Customs Education Institute, Japan Trade Center, Cairo. E£3 ($6.90) a copy.

**Yemen.** Most duties range from 5 to 30%. Items duty free are medical equipment, machines for agriculture, fertilizers. Low rates are levied on cement, road machinery, grains, rice and kerosene. Higher rates are on cameras, cosmetics, and fabrics. A 5% defense tax and a 2% statistical tax are also levied on all imports.

JAPAN SALES SIGNIFICANT

# Coal exports in spotlight

## Promotion of long-term contracts seen beneficial to U.S. balance of payments, industry

By LESLIE J. WILDER

*Office of Publications and Information, DIB*

A long-term contract under which U.S. coal is being exported to Japan is being viewed today with special attention. It is part of a pattern of worldwide distribution that can shape the future of a major U.S. industry. It can also help the U.S. balance-of-payments stance.

Describing the contract, Eli Goldston, chairman of the marketing organization that worked it out, said it represents "the culmination of several years of effort on our part, with the cooperation of the Department of the Interior and the U.S. Embassy in Tokyo, to put the coal trade between West Virginia and Japan on a sound and long-term basis."

The export subsidiary of Goldston's company, Eastern Gas and Fuel Associates, and two other U.S. coal firms, Consolidated Coal Co. and Island Creek Coal Co., have signed long-term contracts with Japanese steel and gas companies to supply 6-7 million gross tons per year for the next 10-15 years.

According to Goldston, "For a period in excess of a decade, there will be considerable assurance that each year coal of a worth of up to $50 million will be purchased at the mine mouth and an additional $30 million will be collected by U.S. railroads for the haulage from West Virginia to the tidewater ports."

Goldston foresees the eventual benefit to the United States from these contracts alone as $1,500,000,000 worth of regularized trade.

### Italian contract signed

Eastern Gas and Fuel, through its export subsidiary Castner, Curran & Bullitt, Inc., also signed a long-term contract for a substantial tonnage with an Italian company a few years ago, and today is a leading U.S. coal supplier to that country. Italy generally holds off on long-term contracts because the country can get attractive terms in West Germany, which is selling below cost due to a surplus that is being stockpiled. The company recently signed a 10-year contract with the national steel company of Spain.

Goldston did much of his promoting of long-term contracts with the assistance of a 1963 report of Robert R. Nathan Assoc., Inc., for the U.S. Department of the Interior's Office of Coal Research, on the foreign market potential for U.S. coal. Another report which helped lay the groundwork for the sale was one on prospects for U.S. coking coal exports to Japan by Paul K. Stahnke, a former second secretary at the U.S. Embassy in Tokyo, now an economic officer at the Department of State.

The Japanese were especially concerned with stability of rail freight rates, Panama Canal tolls, and the general U.S. attitude toward trade with their country. The United States faces considerable competition from Australia, Canada, Poland, Russia and Communist China in exporting to the Orient. But with the Nathan Report in hand, Goldston said he was able to show the Japanese buyers "a concrete example of the U.S. Government interest in the continuation and improvement of the coal export trade between the United States and Japan."

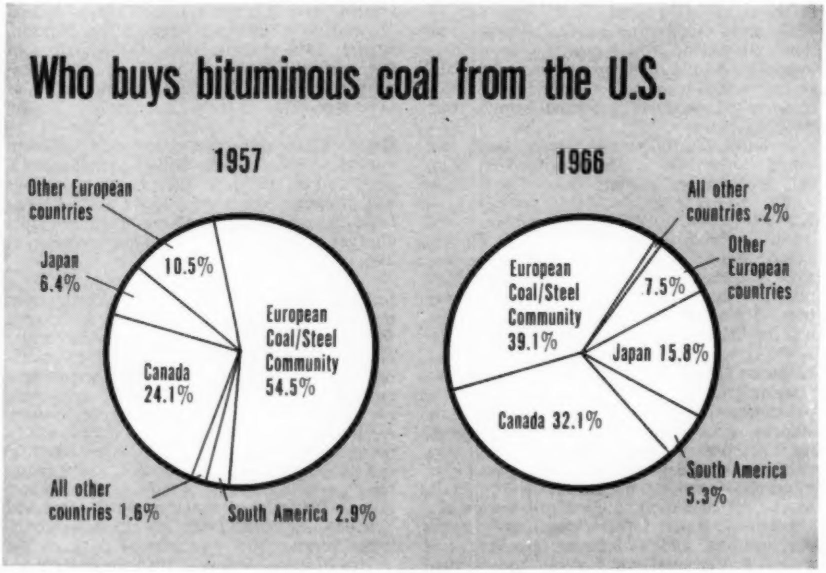
Viewing this activity, George Fumich, director of Interior's Office of Coal Research, sees the long-term contract picture as a "three-legged stool." On the domestic scene, the coal industry, the railroads and the utilities each provide necessary support. Internationally, it is the customer, the producer/exporter and the broker who make up the base.

According to Fumich, "Before any company in the coal industry will invest billions of dollars in new mines and equipment, it must have a guaranteed market for a period of 10-20 years. The long-term contract promises this. The customer is assured of coal for the period of time he has contracted for, at a price previously agreed upon, within the limits of cost-escalation clauses. The only way for the customer to be protected over a long period of time is for him to sign the contract with the producer as well as the broker."

### Other energy sources

Fumich describes a changing picture, with coal being converted into gas and even liquid (high octane gasoline). The petroleum industry is buying into the coal industry to guarantee its sources of supply. Fumich foresees eventually the growth of a natural resources or energy industry.

Presently, the need is to find a way of



## Coal Facts

Here is the coal picture in outline:

- Coal represents 70-80% of the U.S. fossil fuel reserve.
- Coal represents only 22% of the country's final energy consumption.
- Use of coal has declined over the past quarter century as diesel trains have replaced coal-burners, and gas, oil and electricity have become popular forms of heating energy.
- Some 60% of exported coal is metallurgical, used in steelmaking.
- Total dollar value of bituminous coal exported in 1966 was nearly a half billion dollars. $183 million worth went to the European Coal/Steel Community and $37 million to the rest of Europe. Canada imported nearly $130 million worth; Brazil, $17 million; and Japan, $82 million.
- During the first six months of 1967, exports of U.S. coal were up 3% to 23.4 million tons—compared with 22.7 million tons during the same period of 1966.
- During the first six months of 1967, 16.7 million tons were shipped overseas from Hampton Roads, Va., the leading U.S. port for coal export.

unlocking coal from its solid state economically, thus broadening the energy base. Petroleum liquid hydrocarbons now account for 75% of U.S. energy consumption. Some 20 years ago coal represented more than 50% of this energy consumption. After World War II a new way of welding pipe was developed, that made it possible to use large-diameter, high-pressure pipelines for transporting natural gas across the country. Coal is now recapturing the same markets, in the form of electricity, and in the future expects even more in the form of synthetic gas.

Reporting to the annual meeting of the Coal Exporters Assn. in June, Mildred M. Loveless, executive secretary of the association, noted the slight decrease in U.S. European shipments in 1966. With respect to 1967 shipments, she said several factors should be considered in any estimate for total 1967 exports: "First, Europe is in the midst of a recession, and has had to shut down many of its own mines; second, competition is great from local sources; third, the use of oil and gas is increasing all the time."

Total bituminous coal exports in 1966 were 49.3 million tons, a 1.8% decrease under 1965 shipments. Canada's receipts of U.S. coal in 1966 rose slightly to 15.8 million net tons.

"In Japan," Mrs. Loveless continued, "increased industrial growth, particularly in the iron and steel industry, has increased imports of coking coal. Meanwhile, Brazil showed the largest increase in receipts of U.S. bituminous coal in 1966 to a single country—an increase of 533,000 tons, or 43.9%. The expansion of the iron and steel industry in Brazil and other Latin American countries will of necessity be based on imported coking coal. Most of it will probably come from the United States."

The European coal crisis and increased sales of oil and gas to the Netherlands. Belgium and France had contributed to the reduction in U.S. coal exports to those countries in 1966.

### West Germany is competitor

The sharp decline in U.S. coal shipments to Italy can be attributed in large part to a sharp rise in receipts of West German coal, and to a lesser extent to purchases from Eastern Bloc countries.

Assessing U.S. coal exports overseas, excluding Canada, in 1967, Mrs. Loveless forecasts an increase over 1966 shipments of only 500,000 tons. "I hope my estimate is conservative," she said. "In subsequent years, however, I foresee a more substantial rise. Certainly, projections of foreign demand for high-quality metallurgical coal would indicate a substantial long-term increase in imports of U.S. coal. But, of course, we still face the problem of existing non-tariff barriers."

Mrs. Loveless pointed out that "Coal contributes almost a half billion dollars annually to the U.S. balance of payments, and is the most important single non-agricultural raw material exported from the United States."

### Nathan Report conclusions

The direction of coal exports has been influenced by the previously mentioned Nathan Report. The report reached the following conclusions, among others:

- The foreign market for U.S. coal could reach an estimated 73 to 125 million metric tons in 1970, a 100 to 250% increase in U.S. coal exports over those of 1962. This increase would be dependent upon the extent to which the foreign countries relax their import controls and other protective measures.
- U.S. bituminous coal is competitive with local coal in all the major markets of the world. U.S. mine prices and railroad rates have remained comparatively stable, and increased efficiency has reduced the cost of ocean transport. In contrast, production costs in foreign countries have been rising constantly to the point where they often exceed the price of U.S. coal delivered at foreign ports.

Seeing coal export as a vital means of contributing to the U.S. balance of payments, and to domestic employment in the coal-producing states, the Nathan Report also made the following recommendations:

► That members of the coal industry make offers to major foreign consumers of long-term contracts at economic prices.

► That the coal industry establish an association for the purpose of developing foreign coal markets.

► That the U.S. government establish an Inter-Agency Coal Export Policy Committee and a Coal Export Advisory Council.

► That the U.S. government, the coal industry and the coal-carrying railroads attempt to work out a reduction in rail rates on export coal.

### Old contracts for 1 or 2 years

It had been the practice in the U.S. that overseas contracts were negotiated and signed with brokers by the overseas consumer. These contracts were for only one or two years. From approximately the end of World War II to 1961, coal activity was down and the U.S. producers were accepting terms less than the most favorable. Therefore, they were agreeable to one or two year contracts. As the coal picture improved in the 1960's, however, the broker sometimes would be unsuccessful in his search for a U.S. producer, and unable to fill his commitment. U.S. producers did not want to enter contracts of such short duration when they could have longer ones with U.S. purchasers, such as the utility companies, which account for more than 50% of domestic sales.

In many countries national policy discourages the signing of long-term contracts. Belgium, for instance, is confident that the European Community will have established its common energy policy by 1970 and therefore will not make commitments. If this policy is not completed by 1970, presumably the picture will change.

France has relaxed its barriers to the import of coal in recent years, while some other European countries have tightened theirs. What the United States has lost in Europe, however, has been made up for by increased exports to Asia and South America.

Exports to France during the first six months of 1967 rose 45.2% over the same period of 1966 from 863 thousand tons to 1.25 million tons, while exports to Japan rose 61%, from 3.7 million tons during the first six months of 1966 to more than 6 million tons in the first half of 1967.

## Arkansas is new exporter

Shipments to Japan may rise even further if current efforts to promote Arkansas coal exports are successful. Sumitomo, Garland Coal, and the Kansas City & Southern Railway are negotiating the formation of a new company to supply 11 million tons of coal to Japan over 13 years. Up to the present, Arkansas has not been a source of significant shipments to external markets.

Despite the competition, there will always be markets for U.S. coal because it is top quality. For example, Japan mixes U.S. coal with its own and that imported from Australia and other nations to obtain the grade needed.

High-quality, low-sulphur coal is becoming more in demand in the United States as laws are passed requiring the alleviation of air pollution. Low-grade, high-sulphur-content coal produces the largest amount of pollution. Utilities are now buying premium quality coal, because of its low sulphur content, for heating purposes. In considering the future availability of premium coal for export, this increasing demand on the part of the utilities is a matter of concern. Residual oil from Venezuela doesn't meet the anti-pollution requirements. And oil from the Middle East, while it has a sulphur content of less than 1%, is dependent upon the political climate for its distribution, as has been dramatized in recent months.

A market for steam coal exists, but it is not a captive one like that for metallurgical coal. To expand sales, rates must be reduced and a method of delivering coal cheaply must be developed. Because transportation costs are the same regardless of the quality of the coal, the producer will mine, transport and export high-quality coal when he is able to.

The railroads have developed the "unit train," dedicated to a single mine, that can sometimes make a round trip in as little as 48 hours—a most economical operation.

The mine-to-port cost had previously been higher on export coal, because the railroads have not expected an increase in business if they adjusted rates, as they have for shipments of domestic coal. However, when the railroads recently felt it necessary to seek an increase on domestic coal rates, they did not request it for export bituminous coal.

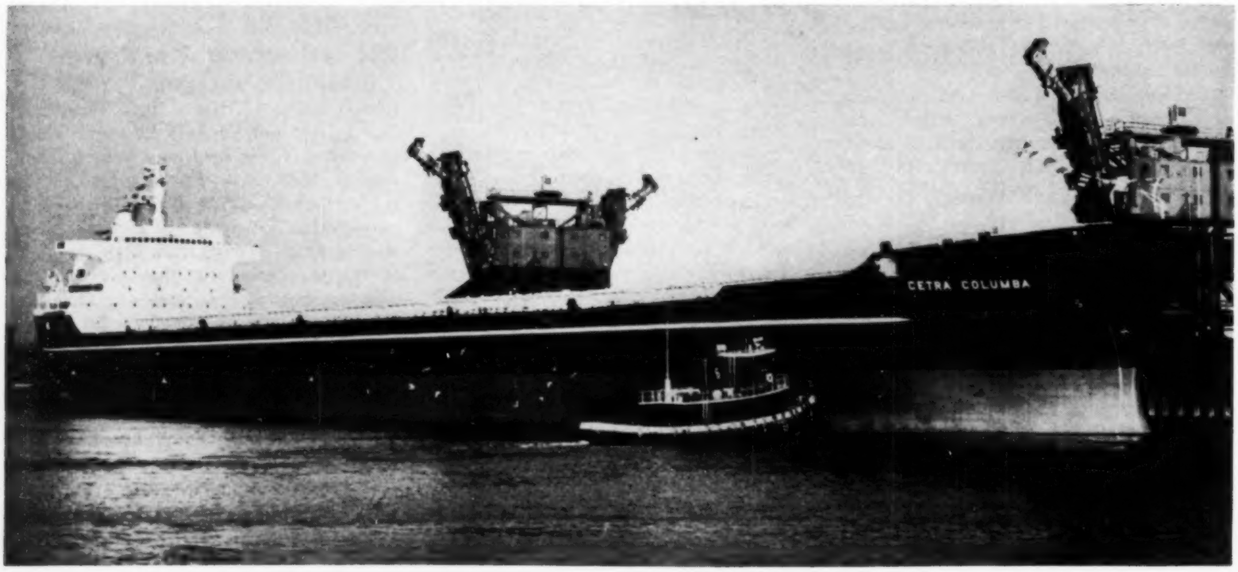
Much of the U.S. supply of low-sulphur, low-priced coal is available in the Western states (No. and So. Dakota, Wyoming, Colorado, New Mexico, Utah), where transportation costs to East coast ports would be prohibitive.

## Trend to giant vessels

Ocean freight rates fluctuate widely. In the past five years large capacity vessels carrying more than 50,000 tons have been built. Frequently these are chartered by an overseas company that has a long-term contract. The present trend is toward even larger vessels up to 87,000 tons.

Secretary of the Interior Stewart L. Udall has said that "Coal from the United States, produced from the world's most abundant reserves by the world's most efficient methods, has won a solid place in foreign markets as a reliable supply to meet the expanding need for energy. Today, we are only beginning to realize its full export potential." He added that studies such as the Nathan Report "show possibilities for increasing coal exports to 80 million tons or more annually. The coal industry of the United States has both the reserves and the productive capacity to supply these needs while meeting an increasing domestic demand."

**FIRST OF A NEW CLASS OF SUPERCOLLIERS** boosts U.S. exports by hauling one million tons of coal yearly from Newport News, Va., to a power plant at LeHavre, France. The ship has a capacity of some 87,000 tons; each of its ten holds carries as much cargo as a World War II Liberty ship.



# Fifty-fourth NFTC convention will review U.S. trade position

## More than 2,000 private and public officials expected to attend nation's leading annual foreign trade event

Corporate and government leaders will reassess current programs and policies for strengthening the worldwide operations of American business at the Fifty-Fourth National Foreign Trade Convention to be held Oct. 30-Nov. 1 at New York's Waldorf-Astoria hotel.

"Strengthening the World Economy—A Reassessment of Responsibilities and Policies," will be the theme, emphasizing the practical operating problems of private enterprise abroad as well as the development of constructive new management and economic policy guidelines.

Robert M. Norris, president of the National Foreign Trade Council, expects more than 2,000 private businessmen, public officials, foreign diplomats and educators to attend. The Council has sponsored the annual meeting since 1914.

D. C. Burnham, president of Westinghouse Electric Corp. and chairman of the national convention committee, and Nicholas deB Katzenbach, Under Secretary of State, will deliver keynote addresses at the opening general session.

Gabriel Hauge, president of Manufacturers Hanover Trust Co., will address the World Trade Dinner at the conclusion of the three-day meeting.

Major speeches at the second general session will be delivered by Ian MacGregor, president of the American Metal Climax; William M. Roth, the President's Special Representative for Trade Negotiations; and Sen. Jacob Javits of New York.

Victor C. Folsom of the United Fruit Co., and chairman of the Declaration Committee, will present the convention's policy declaration for adoption at the final general session, after which *Newsweek* will conduct a Periscope Panel moderated by editor Osborn Elliott.

Ambassador Alvaro C. Alsogaray of Argentina will speak at the Americas Luncheon, Ambassador Suwito Kusumowidagdo of Indonesia at the Pacific-Asia Luncheon, and Ambassador Charles Lucet of France at the Europe Luncheon.

Stanley S. Surrey, Asst. Secretary of the Treasury, will address the tax session, and the panel will include Panama's Dr. J. Menalco Solis, executive director of the Inter-American Center of Tax Administrators.

Frank A. Southard, Jr. of the International Monetary Fund, will address the international finance session. The discussion leader at this session will be Alfred H. Von Klemperer, senior vice president, Morgan Guaranty Trust Co. Panel members are Charles S. Ganoe, International Division, The Fidelity Bank, Philadelphia; Kenneth P. Kinney, International Banking Dept., Northern Trust Co., Chicago; Emil Kuster of the J. Henry Schroder Banking Corp.; Victor R. Rose of the United California Bank, Los Angeles; and R. H. Rowntree, executive vice president of the Export-Import Bank.

Speaking at the transportation session on the afternoon of Nov. 1 will be M. Cecil Mackey, Asst. Secretary for Transportation; Policy Development, U.S. Department of Transportation; Roger H. Gilman, director of planning for the Port of New York Authority; Harold L. Graham, vice president for cargo sales, Pan American World Airways; and Frank A. Nemec, president of Lykes Bros. Steamship Co.

### Regional management forums

Management aspects of international business operations in Europe, Latin America and the Pacific-Asia area will be considered at three regional forums to be held the afternoon of Oct. 31. Robert K. Mueller of Monsanto Co. will chair and lead the discussion at the Europe forum, in which the participants will be Nicholas J. Campbell, Jr., president of Esso Europe Inc.; William M. Ittmann, Proctor & Gamble's international division for Britain, Canada and Scandinavia, and Jacques C. Maisonrouge, vice president for Europe, IBM World Trade Corp.

Philip C. Walsh of W. R. Grace & Co. will chair the Latin America forum, at which the panel members will be William P. Lane of Eastman Kodak; John G. Montag of Caterpillar Tractor; Frederick C. Rieck, American & Foreign Power Company Inc.; and Walter A. Vela, coordinator for LAFTA activities, General Motors Overseas Operations.

Robert J. Dixson of Johnson and Johnson International, will preside at the Pacific-Asia forum. The panel members will be J. A. Christensen of Mobil East; H. E. Heilman of International B. F. Goodrich; Gordon M. Street of the World Bank; and R. J. Wrath of International Harvester's Overseas Division.

Participants in the international trade session will be Lawrence A. Fox, director, Bureau of International Commerce, U.S. Dept. of Commerce; Francis X. Boylan, president of the Foreign Credit Insurance Assn.; Gerald H. O'Brien, executive vice president, American Importers Assn.; and Patrick M. O'Leary, director of the Agency for International Development's Office of Procurement.

The personnel and employee relations session will be addressed by William J. Brown, Jr. of the Singer Co. Panel members at this session include C. V. Batton of Hoover Worldwide Corp.; James Q. Griffin of First National City Bank; and Dr. Sioma Kagan, School of Business Administration, U. of Missouri.

Industry leaders who will serve as chairmen of the various sessions and luncheons include E. S. Hoglund, chairman of the National Foreign Trade Council, who will call the convention to order; C. William Verity, Jr., president of Armco Steel Corp., Middletown, O.; David M. Kennedy, chairman, Continental Illinois National Bank and Trust Co. of Chicago; Robert Copp, overseas liaison manager, Labor Relations Staff, Ford Motor Co.; David J. Fitzgibbons, president of Sterling Drug Inc.; James A. Farley, chairman of the board, The Coca-Cola Export Corp.; George C. Wells of Union Carbide Corp.; Alexander N. McFarlane, chief executive officer of Corn Products Co.; John J. Carroll, American & Foreign Power Co.; Kenneth M. Spang, First National City Bank and chairman of the New York Regional Export Expansion Council; and Paul Dietz of the Allis-Chalmers Manufacturing Co.

## Papers solicited for world meeting on microwave power

Papers are being solicited by the International Microwave Power Institute, for the 1968 Symposium on Microwave Power, to be held at the Statler Hilton Hotel in Boston, next March 21-23.

The symposium will discuss the application of microwave power to processes within the food, agricultural forest product, textile, chemical, and other industries and to advanced concepts in scientific apparatus and power transmission systems.

Abstracts of about 250 words in length should be submitted not later than Jan. 1, to 1968 Symposium on Microwave Power, Box 342, Weston, Mass. 02913.

# Mission to work in Chile, Paraguay next spring

## Five U.S. businessmen, two Commerce officials, will promote trade, investments

The first U.S. Trade Mission to Paraguay and the second to Chile has been scheduled by the Department of Commerce for April 20–May 18, 1968.

The Mission will endeavor to promote exports, imports, U.S. investments and participation in production in those countries. Chile and Paraguay are both members of the Latin American Free Trade Association (LAFTA); Paraguay has preferential status as a less developed country.

The Mission will commence its activities in Paraguay on April 20. After about a week, it will proceed to Santiago and other cities in Chile. Business Information Centers will be established in Asuncion and Santiago. Here Chilean and Paraguayan businessmen will be able to consult with the Mission regarding the individual business specialties of its members and business proposals offered by U.S. firms, or to pursue their own local business interests.

The United States continues to be the leading supplier of imports to these countries and the good prospects for maintaining this lead could be improved by the Mission's encouragement of further sales in these growing markets.

Paraguay's gross national product has been growing at an annual rate of 4% since 1963. Its trade policy is generally liberal, though import duties are moderately high, especially on "non-essentials." Principal imports from the United States are P.L. 480 foodstuffs, machinery, fuels and lubricants, transportation materials and vehicles.

In 1966, agriculture represented 35.9% of Paraguay's gross domestic product; commerce, 21.9%; and manufacturing, 16.6%. Major cash crops are sugar, coffee, tobacco, cotton and industrial seeds. Cattle raising is the mainstay of the Paraguayan economy, replacing logs and lumber in 1959. Meat products and hides amount to about 30% of total exports and forest products, about 20%.

The general minimum wage in 1964 was $1.86 a day for the capital city of Asuncion and $1.50 a day in the interior.

Chile's GNP is up about 8% since 1966. A continuation of import liberalization policies and a much improved balance of payments position has resulted in an estimated increase of 13.4% (to $710.4 million) in imports in 1966.

ASUNCION, CAPITAL CITY of more than 300,000, will be the center of the Mission's activity in Paraguay.

Chile's total imports are expected to increase by about 10% in 1967 with imports from the United States rising by a slightly greater amount—due primarily to a continuing high rate of economic activity and to the need for U.S. machinery and equipment in copper and iron ore mining. Other capital investment in several industries should also stimulate imports from the United States.

Products being imported from the United States are wheat, fertilizers, organic chemicals, automotive vehicles and parts, construction and mining machinery and equipment and other production machinery and equipment.

The current program of trade liberalization, expected to continue throughout 1967, has included a reduction in import charges on machinery and equipment and industrial materials, as well as a more liberal policy of relaxing direct administrative controls over imports.

Official policies encourage foreign investments, especially those that develop raw materials, manufacture new products, and stimulate exports. The Chilean Government tends to prefer foreign investments involving joint ventures with Chileans and contributing to existing technical knowledge in that country. The Government is particularly interested in the promotion of investments in paints and varnishes, disinfectants, pesticides and plastics.

### Volunteers required

The Mission will be composed of five U.S. businessmen, accompanied by two Commerce Department officials, one serving as the Mission Director, the other as its Trade and Investment Development Officer.

The businessmen will be selected for their experience and competence in the fields described below. Knowledge of the Spanish language would be helpful, but not a prerequisite in the selection of qualified individuals. Familiarity with all phases of international trade and investment will be highly desirable for at least three or four of the Mission's businessmen members.

Businessmen who qualify in the specializations described in the following paragraphs and who would be interested in volunteering their services, are invited to write to the Bureau of International Commerce, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230, or to any of the Department's Field Offices.

**Food processing and packaging:** Qualified to discuss latest techniques in food processing, including freezing, concentrating, dehydrating, milling, blending, bottling, and canning. Familiar with packaging machinery utilizing paper, glass, metal and fiber as raw materials. Conversant with labeling and handling machinery and equipment desirable.

**General industrial equipment:** If possible, familiarity with used and reconditioned machinery and equipment. Knowledgeable of the widest possible range of industrial equipment. Preferable areas include: foundry equipment, processing of alloys, steel and copper lamination, valve manufacture, agricultural and woodworking machinery, machine tools, handtools and shelf hardware, office equipment, sewing machines, and possibly, other home appliances. Capable of advising on availability, costs, potentialities, performance, maintenance and replacement of U.S. equipment.

**International trade, finance and investment:** Intimate familiarity, based on longstanding practical experience on the managerial level, with all phases of international trade including marketing, agency and, if possible, manufacturers' representative operations. Broad overall knowledge of multinational investment, including the research, planning, organization and financing leading to the establishment of joint ventures, as well as the establishment and operation of such ventures.

**Automotive parts and accessories:** Knowledge of entire range of automotive parts and accessories, including radiators, springs and shock absorbers, gear boxes and components, directional signs, carburetors, pistons, tires and tubes and accessories, and garage and service station supplies.

**Chemical and petrochemical products and processes:** Experienced in industrial and commercial uses of organic and inorganic chemicals, compounds and dyes, their properties, costs, and sources of advantageous supply in the United States. Knowledgeable of ethylene complexes, ammonium complexes, and possibly petroleum refining.

AT VALPARAISO, Chile's chief port, Hucke plant produces confections. (W. R. Grace & Co. photo)

# U.S. firms invited to submit business proposals for Chileans, Paraguayans before March 11, '68

## Mission will present such offers in interviews with local businessmen and report definite interest as shown

The U.S. Trade Development Mission to Paraguay and Chile will take with it business proposals from American firms interested in making business contacts in those countries. The closing date for submission of proposals to the Bureau of International Commerce is March 11, 1968.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships for import or export, and firms interested in joint ventures, licensing and contract manufacturing are invited to participate in the Business proposal program.

A separate proposal must be submitted for each country. Proposals for Chile will be screened against Chile import control lists, which generally makes imports other than capital equipment and raw materials difficult.

Business proposals will be printed in summary form, without company identification, in a booklet in Spanish which will be distributed throughout Paraguay and Chile before the Mission's arrival in those countries. Identification of the submitting firm will take place only after a Mission member interviewer has satisfied himself of a bona fide interest on the part of the interviewee. U.S. proposers will be provided with names and ad-

## Market profile—Chile

**Area:** 286,396 square miles, slightly smaller than California, Oregon and Washington State combined; seventh largest Latin American country.

**Population:** 9 million, 2.4% annual growth rate. Population mainly urban and concentrated in central Chile.

**Currency:** Escudo. In April 1967, the bankers' spot and futures selling rates were 4.75 escudos per dollar; brokers' selling rate was 5.37 escudos per dollar; bankers' rate is applicable to trade transactions; brokers' rate to many capital transactions and to those of tourists.

**Gross national product:** 1965: estimated at $3.9 million.

**Agriculture:** Main products: wheat, barley, oats, rye, potatoes, sugar beets, rice, corn, beans, lentils, chickpeas, onions and garlic.

**Industry:** Foodstuffs, textiles, fish products, pulp and paper, copper refining, iron and steel, petroleum products, automobiles, chemicals, many others.

**Mining:** A world leading source of copper, crude iodine and nitrates. Other chief minerals are iron ore, coal, petroleum, molybdenum, various chemical materials, and a variety of other minerals, including uranium.

**Transportation:** 5,200 miles of Government railroads provide public services; 1,200 miles of private railroads generally serve specific industries. Major highway construction is proceeding. Adequate air travel and port facilities.

**Communications:** Adequate telegraph and radiotelephone service, both internally and abroad; telephone service insufficient but expansion is planned.

**Power:** Leads South America in per capita electrical energy consumption. Total installed capacity exceeds 1.45 million kw. in 1965; expected to double by 1970.

**Exports:** Total 1965: $687.9 million. Major markets: United States, 31%; Federal Republic of Germany, 13.2%; United Kingdom, 11.2%; Japan 10.8%; Netherlands, 10.5%; Latin American Free Trade Association (LAFTA), 8.2%.

**Imports:** Total 1965: $604.2 million. Principal suppliers: United States, 39.9%; LAFTA, 22.8%; Federal Republic of Germany, 10.4%; United Kingdom, 6.4%.

**Foreign investment:** Political stability, abundant resources, and well-developed infrastructure provide a favorable field for foreign capital in a relatively small market.

dresses of all firms which indicate a definite interest in their business proposals.

### Describe it

To submit a proposal, describe it on your letter head stationery and send it in duplicate (a set in duplicate for each country) to the Director, U.S. Trade Development Mission to Paraguay and Chile, BIC-924, Department of Commerce, Washington, D.C. 20230. In your proposal letter, please cover the following points:

► What product or service do you wish to sell or offer?

► Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation. The Mission will not seek a substitute for an established agent.

► Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided. Note whether you wish to establish a joint venture in one country for the area or in separate countries.

► Are you interested in licensing or contracting with a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire and note whether you wish to make an arrangement for the region or in separate countries.

► Do you wish to import for your own account or act as an import commission agent?

► What type of firm is best qualified to transact your business?

### Summarize it

Each business proposal must be accompanied by information such as brochures and other descriptive material—up to 50 single sheets—so that the Mission member can make an effective sales presentation. Data on the size and scope of your firm, catalogs, and pricelists are appropriate for this use. Price information including cost–insurance–freight (c.i.f.) quotations generally receive more effective acceptance.

If you are representing several firms, submit a separate business proposal for each client, with each specified by name and contact. If your firm offers a variety of products, summarize them by commodity groups in your letter.

Also to be included are a concise summary of your proposal in 35 words or less, and a recent copy of one of the following statements of commercial standing (if filed within the past year, indicate date only): Department of Commerce Form IA-57, available from your local Commerce Department Field Office; a current mercantile agency report; or a current bank report. Companies submitting proposals for the first time are urged to send them in as soon as possible to allow for clearance before deadline.

# Paraguay's moderate economic growth likely to continue

## Country receptive to foreign investment, says Trend Report

Paraguay has one of the more stable governments in South America. The economy has been growing at a moderate rate for the past several years in a climate of relative monetary stability. There is little indication that this trend will change in the near future, according to a recent Economic Trends report prepared by the U.S. Embassy in Asuncion.

Paraguayan law is devoid of excessively restrictive provisions in regard to foreign or local commercial and industrial development, and businessmen find it relatively simple to establish and operate a business in Paraguay.

Some hurdles to economic advancement are serious, the domestic market is small, and gross national product is at a level of about $450 million—equivalent to a little over $200 per capita. The market for such major Paraguayan exports as tung oil, cotton, coffee, and wood remains sluggish, while the meatpacking industry, largest in Paraguay, is only now making a modest comeback after a period of lessened demand.

Receptive to foreign investment, which is encouraged by liberal tax benefits for importation of capital goods, and with a friendly but alert bureaucracy, Paraguay is becoming an attractive area for investment by U.S. companies and individual entrepreneurs. Completely foreign-owned franchises and business entities are the rule.

The best field of endeavor now appears to be modest capital investment in relatively unsophisticated industrial projects, especially in processing of agricultural products, in the lumber industry, and in meatpacking.

In contrast to recent years, the United States at present enjoys a favorable trade balance with Paraguay, according to figures released by the Central Bank of Paraguay.

# Industrial automation group now in Europe to sell equipment

## Eight-man mission promoting U.S. sales in four countries

A Government-approved Industrial Automation Trade Mission is now in Switzerland, midway on an 18-day swing through Europe to promote U.S. sales.

The eight-man mission, representing leading American makers of basic tools for industrial automation systems, was organized at the suggestion of the U.S. Embassy at Bern, Switzerland, and with the help of the Commerce Department's Bureau of International Commerce.

Members will seek sales of automation techniques to assist European manufacturers to improve productivity.

The mission opened Sept. 26 in Brussels. Visits were scheduled for Milan, Sept. 28-30; Bern, Zurich and Basle, Oct. 2-10; and Dusseldorf, Oct. 11-13.

Roger W. Bolz, editor-in-chief, Automation Magazine, Cleveland, Ohio, heads the group. Other members are W. C. Burgess, Jr., president, Burgess & Associates, Inc., Cleveland; James D. Cashman, international sales manager, automation group, Bendix Corp., New York; Edmonds Love, manager, general industry control sales, Square D Co., Milwaukee; Edward W. McCaul, vice president for sales, Jervis B. Webb Co., Detroit; Edward F. O'Brien, vice president for sales, Gilman Engineering & Manufacturing Co., Janesville, Wis.; Paul D. Ross, general manager, specialty control department, General Electric Co., Waynesboro, Va., and C. W. Rubrecht, manager, Engineering Service, Special Machine Division, Cincinnati Milling Machine Co.

# Market profile—Paraguay

**Area:** 157,047 square miles, about the size of California.

**Population:** 2,090,000 (1966 estimate).

**Currency:** Guarani; 126 guaranis = US$1. There are no exchange restrictions; U.S. dollars circulate freely.

**Gross national product:** $450 million in 1966 (estimate); per capita income, about $215.

**Communications:** Estimated 120,000 radios in 1961; no estimate on television sets.

**Electricity:** About 100 million kilowatt-hours' production in 1964.

**Transportation:** Motor vehicles (1966), 21,972; 5,000 miles of roads (1964), only 250 paved, but expanding rapidly. Rail miles, 700.

**Principal cities:** (1964) Asuncion, 305,160; Encarnacion, 18,504.

**Value of foreign trade:** (1966) Exports, $49.4 million; imports, $49.5 million. Trade with United States: Imports $19.3 million; exports, $11.6 million.

**Chief exports:** Meat products and by-products, agricultural products, logs and lumber.

**Chief imports:** U.S. PL-480 foodstuffs, machinery, fuels and lubricants, transportation material and vehicles.

**Principal trading partners:** United States, Argentina, Great Britain.

# Fifth trade mission from Mississippi seeks sales abroad

## Marketing Council sends second group to Western Europe

Another Mississippi trade mission—the fifth to go out from the state and its second to Western Europe—arrived Oct. 1 at Stuttgart on a three-week selling trip in Germany, Belgium, the Netherlands, Sweden, and Denmark.

The Government-approved mission is being sponsored by the Mississippi Marketing Council.

Mission members will be observing European agricultural and industrial developments, and seeking direct sales of various hardwoods and precision optical devices, licensing arrangements for farm machinery, and agents or distributors for industrial and marine closures.

After Stuttgart, the group's itinerary includes Brussels, Oct. 4-8; Rotterdam, Oct. 9-12; Stockholm, Oct. 13-17; and Copenhagen, Oct. 18-20.

Jack Rhodes, secretary of the Marketing Council, is director of the 11-man mission. Other members are:

Millard M. Bush, director, Mississippi Agricultural and Industrial Board; Fred L. Callon, Ricks Lumber Co., Natchez; Don R. Green, Ferson Optics, Inc., Ocean Springs; Paul M. Garner and Emory Hodgson, Alexander Manufacturing Co., Inc., Yazoo City; Robert B. Halton, Halton Lumber Co., Roxie; M. Ibsen, Moeller Manufacturing Co., Inc., Greenville; Paul B. Johnson III, representing Governor Johnson; Guy Peden, Bureau of Business and Economic Research, Mississippi State University; and Charles R. Sayre, Staple Cotton Cooperative Association, Greenwood.

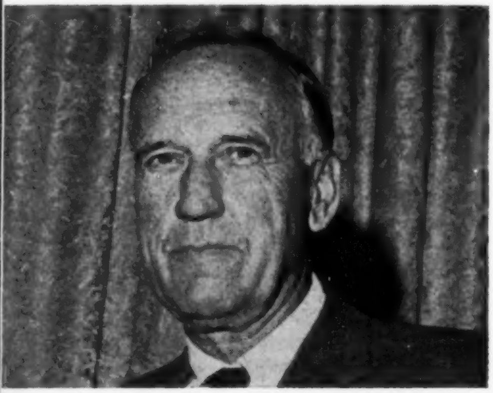
DEVELOPMENT AGENCIES' MEETING

# Investor story goes West

## AID, Commerce tell 200 executives in Chicago of new nations' needs in hunger war

About 200 representatives of companies in six Midwestern states were told in Chicago how their great agribusiness resources and know-how could be meshed with the needs of the world's developing nations.

COMMERCE'S DAVID HORNER urged use of Commerce's 42 Field Offices as "first stops" for businessmen checking the overseas climate.



AMBASSADOR EDSON SESSIONS and four other AID speakers gave region-by-region analyses. Patrick O'Leary (below) explained procurement.

It happened at a conference last month sponsored by the U.S. Agency for International Development, the U.S. Department of Commerce and 27 Midwestern trade promotion organizations, including six Regional Export Expansion Councils.

"We agreed," said chairman Thomas H. Miner, "that the time has come for much more vigorous individual and mutual action by the business community, the U.S. and the less developed countries themselves to bring about a substantial increase in U.S. trade and investment in the developing countries."

Miner said the most encouraging note was the considerable interest on the part of small and medium size firms—about 70% of the total attendance—in their contact with AID officials for the first time.

In noting that the conference was the first time AID has attempted to leave Washington to visit the business community in its home base on a large scale, he commented that the results point to a desire that this type of program should be held in other parts of the United States where all phases of AID's programs can be discussed.

Representing the Commerce Department's Office of International Investment, S. David Horner explained how Commerce's specialists can make the first introductions for U.S. firms interested in undertaking a specific investment project in a developing country, attempting to determine where to locate a project, or looking for a partner or a licensee.

Horner said the type of information provided in these cases includes background material dealing with the basic economic, social, and political structure of the developing country, as well as answers to specific questions concerning commercial practices, financing, government regulations, and other factors affecting investment. Such information is based on the Commerce Department's economic and commercial surveys and publications, its extensive files on specific countries, and on other reports and documents gathered by the Department.

In the cases where an interested U.S. company has narrowed its study of a potential investment undertaking to a few possible locations, the Department of Commerce is able to supply detailed data on resources and markets in the countries involved that will assist the company in making its final selection, Horner said.

He also explained that if the U.S. company is searching for a partner or a licensee in a developing country, the Department of Commerce is able to offer assistance through various techniques, officially identified as Trade Lists, Trade Contact Surveys, World Trade Directory Reports on specific foreign firms, and specific investment opportunities in which a party in a developing country with a definite project in mind has expressed interest in obtaining U.S. private capital and a U.S. partner.

Both U.S. Foreign Service Posts and visiting Department of Commerce Trade and Investment Missions identify and gather information on investment opportunities and report them to the Department. If a potential partner for the U.S. company cannot be found in the Department's files of known investment opportunities, an attempt can be made to find one through other means. If a U.S. Trade and Investment Mission is scheduled to visit the developing country in which the U.S. company is interested, a resume of the company's proposal can be carried by the Mission and will be discussed with

MIDWEST BUSINESS EXECUTIVES, with a majority from

businessmen in the developing country.

Firms with an interest in investing in the developing countries are invited to register this interest on the Department's American International Traders Index (AITI). This can be done by contacting one of the Department's 42 Field Offices, Horner explained.

The president of the Chicago Board of Trade, Henry H. Wilson, said that the changing dimensions of international and domestic agribusiness have three main consequences for U.S. businessmen:

"The first consequence is an increasing emphasis on the private sector of agribusiness. The great strength of American agribusiness lies in its organization of resources and pooling of knowledge at all stages of food production and distribution.

"The second consequence of the changing role of agribusiness is the necessity for increased production of food and farm supplies in the United States. Plainly put, we can and must grow more food.

"And the third consequence concerns the need for an integrated approach to the entire situation. This approach recognizes that all parts of the agribusiness system—farm supplies and operations, food processing and distribution—must fit together.

"For example, if you happen to make electric batteries, Mr. Businessman, you had better consider the market potential of farm machinery that sooner or later will be built in Africa—or somewhere else in the underdeveloped world. Perhaps you should consider investing in overseas production facilities for those batteries. Perhaps you should talk with the tractor manufacturers which use your kind of batteries, and find out what their marketing plans are. Perhaps you should explore the desirability of an AID-executed preinvestment survey."

A case study of a U.S. firm with no experience investing abroad starting a feed mill and broiler operation in India was set before the conference by Leigh M. Miller and Don D. Cadle of AID.

The Investment Promotion Division of the AID Private Investment Center was described as the initial point of contact for the investing company. The division staff works with potential investors to explain the incentive programs AID offers, to arrange to get the printed material they need to have for reference, and to arrange necessary interviews.

It coordinates with the Department of Commerce, the Inter-American Investment Development Center, financial institutions working with the AID African Bureau to seek out opportunities on that continent, and the United Nations Industrial Development Organization.

In the case study the company estimated $30,000 to be the cost of a preinvestment survey needed to determine whether an investment was economically and technically feasible in either one or both of two countries, Turkey and India. As the company had no experience in less developed countries, its board was wary of committing this sum. Then AID offered help with the needed survey.

## Chooses India

Based on its results the company decided to invest in India, but not in Turkey. AID paid the company for one-half of the cost of the survey in Turkey. The company did not receive any compensation for the survey costs in India because it decided to invest there. The survey report in Turkey became the property of AID and is listed in the Index to AID's "Catalog of Investment Opportunities" so that it is available to other U.S. investors.

The U.S. company organized the LDC Feed Mill and Broilers Corp., an Indian company, in which it will own a 51% interest, to carry out the project. An Indian citizen will own the remainder. The equity investments are, respectively, $153,000 and $147,000. Also involved are an eight-year dollar loan of $300,000 to buy U.S. equipment, and a $200,000 local currency loan.

The LDC corporation was not able to find a U.S. lender willing to make a long term eight-year project loan to provide funds for the purchase of U.S. equipment without further security or assurance. Upon request and after review, AID agreed to provide a 75% guaranty of the dollar loan. As the loan was to purchase U.S. equipment, the requirement that there be U.S. procurement in an amount equal to the loan was easily met.

A 6½% loan with both an AID guaranty and a guaranty by the company was agreed to by a U.S. bank. The guaranty was issued after the loan had been approved for purposes of the guaranty by the Government of India.

AID guaranteed 100% of the last 75% of maturities of the loan or $225,000 against loss from any reason except fraud or misconduct on the part of the lender, while the company guaranteed the first $75,000 of the maturities.

Thus, the investor company was at risk for the first two years while the AID guaranty covered the remaining six years. In addition to these guarantees, the U.S. bank also obtained AID Specific Risk guarantiees on the first 25% of the

medium-size and small companies, attended the meeting.

**CHAIRMAN THOMAS MINER** is head of Chicago Regional Export Expansion Council, worked with Commerce Dept. Chicago Field Office on meeting.

**AID'S HERBERT SALZMAN** sketched broad program purposes, role of business; Chicago Board of Trade head Henry Wilson (below) also spoke.

maturities that were not covered by the AID Extended Risk guaranty.

The LDC corporation was unable to obtain in India an adequate long term, local currency loan for construction costs. AID provided a local currency loan for $300,000 upon terms approximately equivalent to local development bank loans through its "Cooley" surplus agricultural funds available in India.

In a further development of this case study, AID agreed to insure the $153,000 equity of the investor corporation against loss of 50% of the equity investment from any reason except fraud or misconduct.

Further, to guard against such political risks as expropriation, war, or freezing of earnings, the investor company availed itself of the AID Specific Risk Guaranty Program. This program is available in over 70 less developed countries, including India. Before the coverage could be issued, however, the investor company had to obtain from the Government of India approval of the investment.

As the investor corporation had insured 50% of its equity investment against loss for any reason under the Equity Loss Guaranty program, it was interested only in sufficient expropriation and war risk coverage to insure the remaining half of the equity, plus retained earnings in an amount equal to the entire equity investment.

Under the inconvertibility guaranty, AID agreed to convert investment earnings or return of capital up to a maximum amount of $304,000. This maximum amount represented the equity investment plus an allowance for an equal amount of retained earnings.

Under the expropriation guaranty, AID agreed to compensate the company for the loss of half the original equity investment of $153,000 plus earnings actually retained in the LDC corporation in an amount equal to the initial equity investment.

Under the war, revolution and insurrection guarantee, the investor company would be compensated for its share of the value of physical property actually damaged.

Discussion of this case study sparked lively interest at the conference, and it will be placed high in the agenda of future meetings, conference officials said.

The various regional bureaus of AID presented the elements of the development picture in Latin America, Africa, East Asia, Viet-Nam and the Near East and South Asia. A seven-program effort to increase world food production was described by an official of AID's War on Hunger office.

A perspective on the importance of AID activities in the Midwest was supplied by Herbert Salzman of the AID Office of Private Resources. He said that of $2.6 billion in AID-financed exports during the last two fiscal years, a total of well over $1.2 billion was spent in the Midwest states. During the current fiscal year, an estimated $1.6 billion will be available in AID-financed exports. Other figures estimated for 1967-68: Investment Surveys—90 surveys resulting in $25 million in investments, Specific Risk Guarantees—550 written amounting to $2.3 billion, covering $500 million in investments; Extended Risk Guarantees—25 written amounting to $120 million, covering $470 million in investments.

## AMA sets October seminars on international business

Two seminars on business operations overseas are scheduled by the American Management Association for mid-October.

The first, a workshop seminar Oct. 16-18, will be comprised of discussions on International Organization Planning. The second is a repeat session of AMA's orientation seminar on Operating Profitably Abroad—Methods, Techniques and Organization for International Business. It will be held Oct. 18-20, with J. Wilner Sundelson, international operations consultant at Seaway Associates, Inc., Ann Arbor, Mich., as chairman. Among the guest speakers will be S. David Horner, director of the Investor Services Division of the Commerce Department's Office of International Investment.

Both seminars will be held at AMA headquarters in New York City. The workshop is limited to 15 men—one from a single company.

## Philadelphia Bar Assn. sponsors business seminar

A seminar on Financing and Organizing Business Ventures in Western Europe will be sponsored by the Philadelphia Bar Association on Oct. 10 at the Bellevue Stratford Hotel, 9:30 a.m. to 4:30 p.m.

The morning program will consist of a panel discussion by European and U.S. bankers. The afternoon program will include discussion of the impact of recent developments in company law, exchange controls, and problems of distribution and marketing. The moderator will be Richard D. Rivers of Campbell's Soups Int'l and participants include Karl H. Spaeth of Scott Paper Co.

## Investment news invited for Thai publication

Thailand's Board of Investment will present news and articles on investment opportunities in its free, monthly publication, "Investment Newsletter." The Newsletter will be issued in both an English language and a Thai language edition.

Dr. Amnuay Viravan, Secretary-General of the Board of Investment, has indicated that the Newsletter would print investment proposals from American companies, as well as trade proposals, particularly those offering equipment likely to be of interest to companies awarded promotion certificates.

U.S. companies should submit proposals to: Board of Investment, Information and Service Division, Mansion 2, Rajdamnern Ave., Bangkok, Thailand. American businessmen can be put on the mailing list to receive the "Investment Newsletter" by sending a request on their letterhead to the above address.

## New reserve asset proposal approved by IMF in Rio

A step toward reform of the world monetary system is moving forward, and could be in effect within a year or two.

Such a possibility stems from the International Monetary Fund's action in Rio de Janeiro at the end of last month, when the 106 member nations approved a proposal for creation of a new reserve asset to supplement gold.

The "paper gold" proposal now goes to the members' national governments for ratification, which may take a year or more.

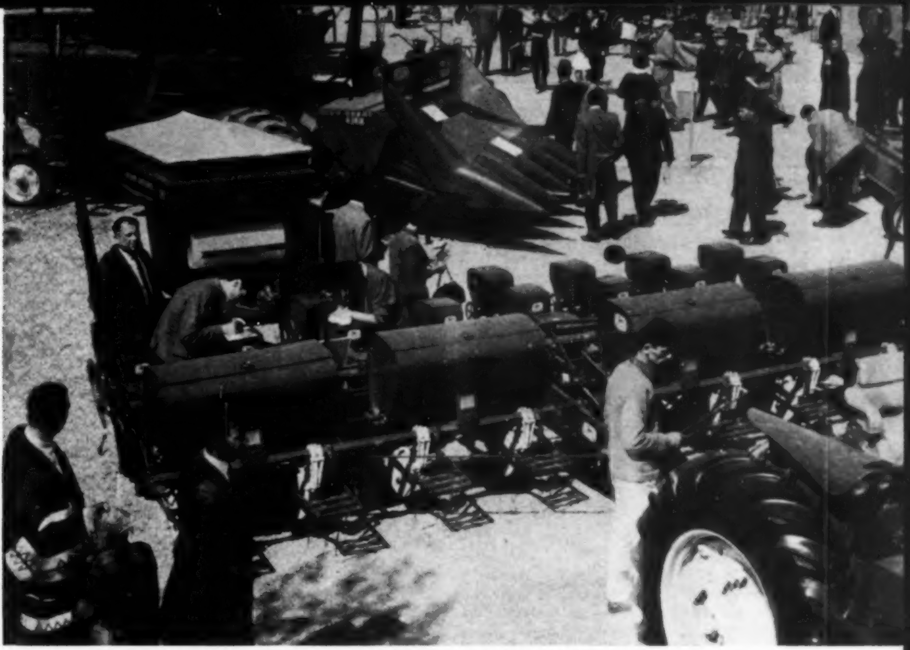
The new plan is based on special drawing rights, to be allocated to each member nation in accordance with its quota in the IMF. Governments will be able to use the rights to settle accounts among themselves. They are intended to meet the eventual need for a supplement to existing reserve assets.

The special drawing rights would not come into use immediately, however. The plan could be activated only if member countries with 85% of the Fund's votes approved it.

The amount of special drawing rights to be created will be voted upon by the Fund's members after ratification of the proposal.

# John Deere plows ahead in Yugoslavia

## Three-year sales effort now showing good results



VARIETY OF FARM MACHINERY displayed by John Deere at 1966 Novi Sad Fair drew the attention of many Yugoslavian agricultural experts. Deere has exhibited at Yugoslav fairs each year since 1964.

With a quality product, vision to spot a developing market and hard, persistent sales efforts, the John Deere Co. has built its Yugoslav sales from virtually nothing in 1964 into the substantial market of 1967.

Showing first at the American Pavilion at the Zagreb Fall Fair of 1964 under the theme "Food from Farm to Table," John Deere has conducted dozens of demonstrations throughout Yugoslavia since that time and has shown its equipment at the 1965, 1966 and 1967 International Agricultural Fairs at Novi Sad.

It has not always been easy. The 1965 sales were modest, and protracted, tough negotiations were necessary to obtain credit guarantees for 1966 sales, which were, however, substantially greater. In 1966 Yugoslav agriculture enjoyed a bumper crop, and substantial exports of farm products (notably 750,000 tons of corn) took place, placing more foreign and domestic currency at the disposal of the farmers and boosting 1967 sales still more.

Key to John Deere's success has been the recognition of the need among the approximately 300 "state" farms and combines in Yugoslavia—which average over 10,000 acres under cultivation—to tool up with high-speed, standardized equipment. Demonstrations of the John Deere line up and down the country during planting and harvest season have won over the managers of these huge farms—and produced a soaring sales curve.

### Success brings competition

Ironically, success is bringing its own difficulties. So impressed were they with John Deere tractors, combines and other equipment, that Yugoslav agriculturists decided to form a mission, travel to the United States and visit John Deere—and other firms—on their own ground. The serious character of this mission, just completed, and the enthusiasm of the Yugoslav farm directors, bankers and specialists for other products as well as John Deere's, indicate that the "Green Giant" will face serious American competition in the future.

But John Deere's people now know the country, are respected by the Yugoslavs for being first to express major confidence in their market, and can be expected to use their three-year head start to good advantage.

# Netherlands household fair to cater to family demands

U.S. firms interested in introducing their newest products for the household to the Netherlands and other European markets have been invited to participate in the 23rd International Household Fair, scheduled for April 19-28, 1968 in Amsterdam.

The fair will focus on the theme of recreation for the housewife and her family. Special emphasis will be placed on household appliances and furnishings, as well as kitchens, washing machines, and other modern items which create more leisure time for the family.

As in the past, it is expected that the majority of the visitors to the fair will be housewives. Demand is high among these housewives for easily maintained furnishings, such as curtains and floor coverings.

The exhibition will be held in the RAI exhibition halls in Amsterdam, which provide floor space of over 300,000 square feet.

Interested firms should **write:** Household Fair Management, Gerrit van der Veenstraat 94, Amsterdam, Netherlands.

# Illinois firm believes in repeated exposure

Repeat exhibitors are nothing new at U.S. commercial exhibitions overseas. Many companies take advantage of the economical market exposure possible at Trade Centers and in international trade fairs, but when one firm participates in eight U.S.-sponsored shows in one year, it must have found the exhibitions an unusually good sales vehicle.

Marsh Stencil Machine Co., Belleville, Ill., mounted displays in the U.S. Exhibitions at the Hanover Fair and the recently completed Wellington, New Zealand, trade fair, as well as the U.S. solo exhibition in Mexico City in August. Trade Center appearances included the London Center's packaging show in May and the materials handling equipment exhibit at the Milan Center, now in progress.

Showings of Marsh equipment planned for later this year include displays in the U.S. solo exhibition at Taipei, Republic of China (Taiwan), Oct. 26-Nov. 4, featuring industrial machinery, in the U.S. pavilion at the Pacific International Trade Fair in Lima, Peru, Oct. 28-Nov. 11, and at the Tokyo Trade Center's paper equipment show in December.

In addition to participation in eight Commerce-sponsored trade events, Marsh has scheduled 13 other exhibits this year in general and specialized trade fairs around the world, from Fukuoka, Japan to Gothenburg, Sweden.

**NEARLY 2000 BUYERS** streamed through the Milan Trade Center for the first show of the fall season—electronic production and testing equipment. A silk-screen printer for printed circuits is shown (below) to a buyer by representative (left) of Argon Service, Ltd., agent for Wornow Process Paint Co.

# Agents ring up sales at Milan Center show

## Locally-mounted exhibit displays electronic production equipment

A locally-mounted show of electronic production and testing equipment at the Milan Trade Center, Sept. 9-15, saw 26 European local agents representing 61 U.S. companies ring up sales of $128,350 at the show. Sales expectations over the next year as a direct result of participation in the show were estimated at nearly $1.4 million.

The show, held in collaboration with the Italian Association of Electronic Manufacturers (ANIE), heralds a brisk fall sales season for the Trade Center. Visitors to the Center, many from ANIE showings at the adjacent Milan fairgrounds, totaled 1854.

Analex Digital Printers' local agent predicted sales of $200,000 within the year, while Chemcut Chemical Etchers' representative expected $50,000 and the distributor for Alpha Metals estimated his first-year sales at $9,000.

By the end of the show, all but six of the exhibitors felt that they had equalled or surpassed their sales targets for their participation in the show, and the remaining six felt that they had partially achieved their goals.

Mario Vicenzetto, head of the components branch of ANIE, stated, "Collaboration with the Trade Center is an excellent initiative—one to be repeated next year if possible."

ARGON
electronic divis

**AUTOMATIC PROBING MACHINE** for testing wafer form transistors is demonstrated by local agent for manufacturer, Micro Tech, Inc. First-year sales in the Italian market are expected to be $27,000.

# London exhibit draws high caliber visitors

## Trade Center show features latest U.S. environmental test equipment

Exhibitors at the show of environmental test equipment at the London Trade Center, held Sept. 13-21, were pleased with the immediate off-the-floor sales of $44,500 registered during the exhibition. Due to the specialized nature of the equipment on display, immediate sales had not been expected.

The 25 exhibitors in the show, representing 28 U.S. manufacturers, predicted sales of over $1.3 million as a result of their participation.

### New agents named

Seven firms came to the show seeking agents to represent them in the British market, and seven agents were named during the show. An additional 19 agreements were pending at the close of the show. One new-to-market exhibitor was busy negotiating with 14 potential representatives, and others appointed agents for France, the Benelux countries, and Canada.

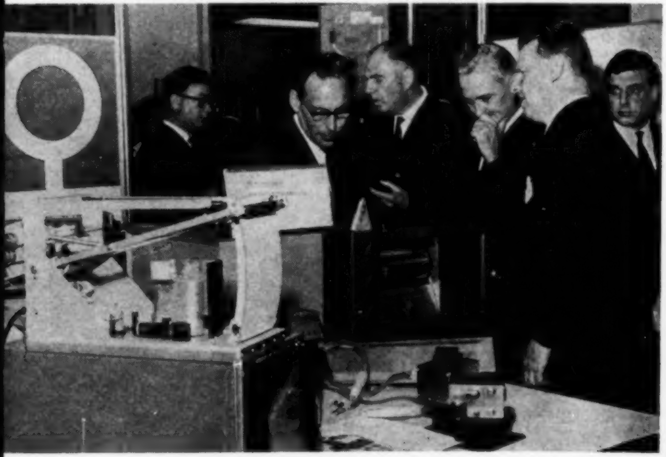
The high quality of the 1203 visiting buyers and officials was praised unanimously by the exhibitors. Highly successful symposium sessions brought a greatly increased attendance on Sept. 19 and 29. All the firms in the show reported that they had achieved all or most of their primary marketing objectives in participating in the exhibition.

**VACUUM EQUIPMENT** is shown to British buyers by official of Vacuum Atmospheres Corp. (above right). Test instruments by Spectral Dynamics Corp. (below left) are the subject of close scrutiny by visitors. Wyle Laboratories representative (below right) shows products to visitors to the company's booth.

WYLE
LABORATORIES

**POPULAR BOOTH** showed recording equipment (below left) manufactured by R-I Controls Division, Research Inc., to visiting British officials and buyers.

Refrigeration testing and control equipment was exhibited to customers by the British agent of Associated Testing Laboratories, Inc., below right.



ASSOCIAT
TESTING
LABORATO
INC.

WORKING DEMONSTRATION of Mighty Mite portable sawmill in a between-show exhibit at the Bangkok Trade Center brought Thai forestry officials and sawmill operators to see operation. Douglas Swail (center), marketing manager of International Enterprises of America, showed visitors the machine.

# Thai executives see new portable sawmill working in Bangkok

## 'Mighty Mite' impresses forestry officials, mill representatives

Officials of the Thai Forestry Department and officers of the Sawmill Association watched a U.S. sawmill in operation this summer in the central business district of downtown Bangkok, Thailand. The impressive demonstration of the "Mighty Mite" portable dimension sawmill was made at the U.S. Trade Center by Douglas L. Swail, marketing manager for International Enterprises of America, Inc., Portland, Ore.

The Mighty Mite had been displayed at the Trade Center's "Agents Wanted" Sample Display Show, July 10-20, and already had attracted considerable attention.

Swail arrived in Bangkok as that show ended and interviewed businessmen who had expressed interest in the equipment at the "Agents Wanted" Show. He also conferred with Forestry and Sawmill Association officials in meetings arranged by the Trade Center.

As a result of these sessions, the "Mighty Mite" was erected in the outdoor exhibit area of the Trade Center and a 2½ foot diameter log brought in for the demonstrations. Attending the special "show" were 17 officials and prospective agents, who viewed a 30-minute film which demonstrated the ease of assembly and maintenance of the portable sawmill. Then the group watched the "Mighty Mite" produce a wide range of lumber sizes on-the-spot.

In the following two weeks, Swail completed his negotiations for a local agent and made a three-day side trip to Laos, arranged by the Trade Center. Of his trip, Swail said: "The net result is the start of a sound marketing program in which we were able to convince key people that our sawmill performed and had application here."

## Computer exhibit scheduled for April, 1968 in Stockholm

Scandinavia's first major trade fair devoted to computers has been scheduled for April 22-28, 1968. The event will be staged at Stockholm's exhibition grounds, St. Eriks Fair, and U.S. firms in the data field have been invited to exhibit.

Sponsored jointly by three Swedish trade organizations—the Federation of Swedish Technologists, the Federation of Swedish Civil Economists, and the Federation of Office Machine Distributors—the fair is the result of growing interest of Swedish government and industry.

Special lecture halls accommodating 2,000 persons will be built on the fairgrounds before the computer exhibition. Swedish and foreign computer experts will conduct a series of instruction courses during the fair covering 12 phases of data processing. Participants in the courses will be given the latest information on how to apply computer techniques to administration and production.

**Write:** DATA 68, AB St. Eriks-Massan, Stockholm, Sweden.

MODEL OF ILLINOIS EXHIBIT, designed to show State's food products at Cologne's Food Fair, Sept. 30-Oct. 8, and in a U.S. Department of Agriculture show at the London Trade Center, Oct. 12-20, is examined by USDA official Kenneth Krogh (left) and Illinois Economic Development director Gene Graves.

ILLINOIS USA

## Worldwide Business Outlook pages 29-36

**CURRENT BUSINESS DEVELOPMENTS IN BRIEF:** The **French** Government has announced that, as of Jan. 1, the chemical sector of the state-owned Charbonnages de France (French Coal Co.) will be formed into new entity entitled "La Societe Chimique des Charbonnages" (The Coal Chemical Co.). The new firm will become the fourth largest chemical concern in France with an annual sales turnover of $260 million. It will be among the top French producers of azote fertilizers, plastics (polyethylene, polypropylene) and basic materials for making synthetic fibers such as nylon and crylor. In addition, Chimiques des Charbonnages will account for 38% of French production of benzidine products, 42% of menthanol, 44% of synthetic ammoniac and 73% of styrene. The formation of the new firm was originally recommended by a government commission studying the French coal industry. . . . The Nordson Co. of New York City, manufacturer of equipment for application of paint and varnishes, has opened a subsidiary in Duesseldorf, **Federal Republic of Germany.** The new company will sell the parent company's products in Germany. . . . The Department of External Affairs recently announced that **Ireland's** application for accession to the General Agreement on Tariffs and Trade (GATT) has received the requisite two-thirds majority vote of the 72 members of that organization. Ireland will probably become a contracting party to GATT before the end of the year. . . . In response to inquiries from foreign banks operating in **Pakistan,** the government recently granted them permission to underwrite shares issued by local companies. Although banks will be limited to 5% of total capital offered, this action will provide a welcome addition to available investment capital. Three U.S. banks maintain branches in Pakistan; First National City Bank of New York, Bank of America, and American Express.

PROSPERITY BOOSTS TRADE

# Italy's industries thrive

### Surging output paces economy to another year of exceeding development plan's goals

The Italian economy has moved vigorously ahead in 1967, continuing the economic advance which began almost four years ago. Domestic demand continues very strong and the effects of somewhat weaker foreign demand elsewhere in Western Europe began to show only in June. Industrial production for the six months was up 10.9% in current prices, both imports and exports rose sharply but the trade deficit widened.

The industrial upturn was led by the automotive and electrical equipment industries with gains of nearly 25%. Steel output was up 19.1% and mechanical equipment about 20%.

Production in the chemical and textile sectors slowed in the second quarter but remained above 1966 levels.

Signs of recovery in the lagging construction industry are evident as new construction permits increased slightly and major increases in public works expenditures stimulated demand for building materials.

Electric power output, natural gas production and petroleum refining all rose about 10%, reflecting increased demand from manufacturers.

The Italian gross national product grew 5.5% in real terms in 1966 and early forecasts for 1967 point to about the same growth during 1967. Both of these figures exceed the average 5% rate projected in the Five Year Plan.

Industrial capacity remains less than fully utilized and relative peace in the labor field is anticipated for the balance of 1967. Some upward pressure on wages may result from plans to incorporate past cost of living adjustments into the basic wage rate, thus increasing overtime costs.

Italian exports rose 10% in the first six months of 1967 while imports were up 13.7%. Exports to Italy's major customer, West Germany, fell 7.5% while imports from that country rose 30.8%, reflecting the current slowdown in the German economy.

However, this development was largely offset by an increase in Italian sales to the United States. Another noticeable trend was the growth of trade with Eastern Europe. Exports to these countries rose 28.3% and imports 17.2%.

**Trends report**

**This report is based on the latest Economic Trends Report on the Italian outlook, a telegraphic summary of which appeared in *International Commerce's* issue of Sept. 25.**

For the first time in many years imports of breeding stock and agricultural products both fell, by 5% and 3% respectively. Agricultural exports also fell. Imports of raw materials rose 8% and those of industrial products by 21.6%.

### Price picture good

The financial environment remains relatively favorable. Prices and costs, while continuing to climb, have been contained within tolerable limits and price and cost pressures appear to have been rather more moderate in Italy than in most of the world's other industrialized countries.

Some contractionary factors—partly seasonal—have operated to contract the money supply but liquidity has been high and credit availabilities have been sufficient to meet the somewhat increased demand without notable increases in interest rates. In fact, Italy's general interest rate structure has continued to be relatively unchanged and unaffected by the fluctuations in interest rates abroad.

Nevertheless the fact that interest rates in most other industrialized countries have been maintained at historically high levels contributed to the very high rate of capital outflow in the Italian balance of payments during the first half of the year.

This capital outflow, together with some deterioration in Italy's trade accounts and lack of buoyancy in invisible receipts led to a balance of payments deficit amounting to about $220 million during Jan.-June 1967, compared with a surplus of about $275 million during the corresponding period of last year. However, with the seasonal upsurge of invisible receipts in the third quarter, Italy's balance of payments has moved into cumulative surplus.

Italy's first five-year economic development plan was approved by Parliament on July 27. Approval came after some five years of study and debate. No attempt has been made to overturn the basic elements in Italy's present mixed economy. The government will play, as it has in the past, an important role in the productive sector, but there will be ample room for private initiative.

In July, shortly prior to summer adjournment, the Council of Ministers approved and sent to Parliament a comprehensive tax reform bill.

This was the third bumper wheat crop in a row for Italy. The corn crop will set a new record this year and the rice crop will be about 15% above last year.

The cost of meat to the consumer should remain lower than last year because of greatly increased cattle slaughtering and beef imports. Offsetting this somewhat will be smaller supplies of pork, due to the African swine fever outbreak, and of lamb.

Prosperity, which has characterized the Italian economy during the current year, continues. Italian business and banking circles look with cautious optimism for sustained growth of the economy in the foreseeable future and most economic indicators seem to support their confidence.

## Many contributors

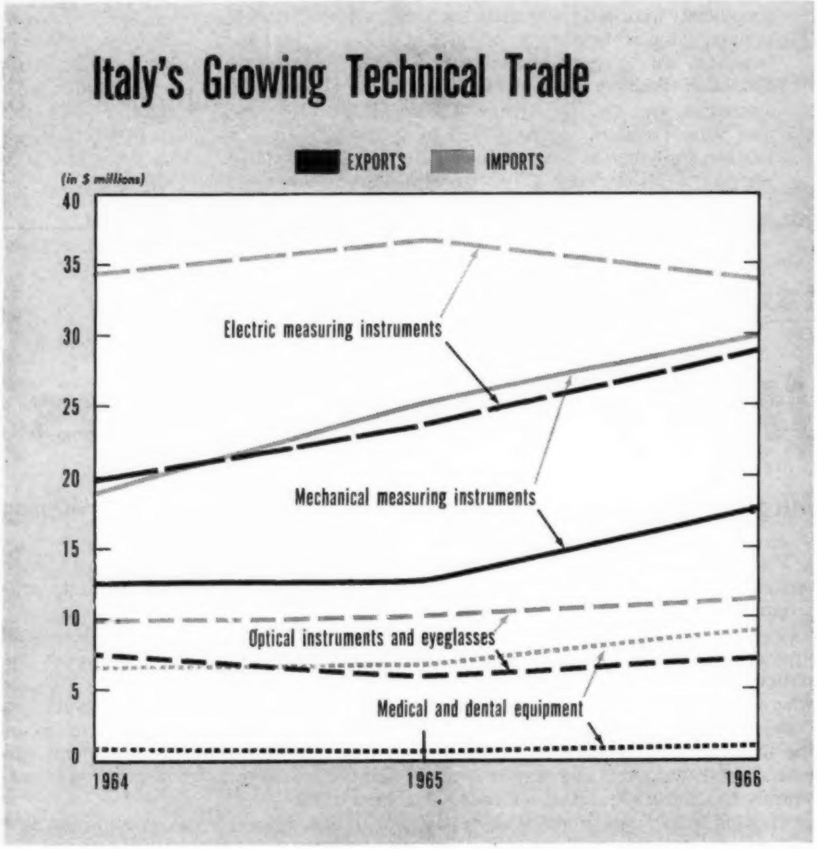
Many of the factors which have contributed to the momentum achieved by the economy continued to influence expansion. This is particularly true for the main components of the economy. Industrial production continues to rise substantially and gains are shared by leading industries including automobile, steel, pig iron, and chemicals.

Further, important contracts are on hand to keep industries operating at a relatively high level for the next six months.

The first half of 1967 saw a continued expansion of both internal consumption and investment. Rising private consumption was supported by both higher family incomes and an increase in employment. It was particularly strong in the area of consumer durable goods. At the same time public expenditures increased at an even faster pace.

Increasing investment demand was particularly evident in the industrial area where the demand for equipment and machinery was noteworthy. Surveys conducted by various organizations including the Italian Manufacturer's association indicate that for the year as a whole, investment expenditures will probably be from 8.5 to 10% above last year's levels.

While it is likely that the economy will continue to move ahead at a rate of 5½%, there is some concern regarding the mild recessional trends in several Western European countries which are important markets for Italian products. There are also some soft spots in the



# Report shows Italy's technical trade gains

## Mechanical and medical items show strongest gains in both directions

Italian foreign trade in scientific, industrial and technical instruments has been gaining in both directions, but exports have been growing much faster than imports in the past few years. Between 1964 and 1966 the total value of such exports jumped 27%, while imports increased only 7%. However, total 1966 imports still heavily outweighed exports, $84.4 million to $54.8 million.

These figures are drawn from one of the tables in a recent Foreign Market Report listed in last week's issue of INTERNATIONAL COMMERCE (DIB 67-09-211).

Although electric and electronic measuring instruments continue to account for the largest volume of Italian imports of these products, they remained stagnant over the three-year period in question, and actually declined 2% in overall value while the other three categories were scoring gains. The report evaluates the market prospects for U.S. products in each of the four product classifications.

economy, which were discussed earlier in this article.

In summary, during the coming 12 months the Italian economy is expected to continue its substantial rate of expansion, thus offering significant commercial opportunities. Italy will remain a good market for American products with a relatively large potential affording opportunities for sales of a wide range of American goods, discussed below.

## Special interest to U.S.

There are several recently announced short- and medium-term economic development projects, which are likely not only to stimulate the momentum of the Italian economy, but which will also be of special interest to American business. Official indications are that the new projects listed below will involve business transactions with foreign suppliers, including American manufacturers.

The agreement between the Italian automobile manufacturer, FIAT, and the Soviet Government for the construction of an automobile factory in Russia is one such important project. It involves about half a billion dollars worth of investment, much of it in capital goods, machinery and equipment, and part of which will be procured from foreign sources. Officials have stated that some of it will come from American suppliers.

In connection with industrialization plans for Southern Italy, the Interministerial Committee for Economic Planning recently approved the "Alfa Sud" project for the construction of an automobile factory near Naples. The state-owned Alfa-Romeo plant would produce about 300,000 automobiles a year.

Production is due about 1971. In view of the magnitude of this undertaking, however, it is more than probable that sizeable orders for equipment will have to be placed abroad fairly soon.

Attention should also be focused on the new five-year economic development plan. As a number of objectives set forth in the plan are implemented, they should create demand in the fields of scientific and technological research, telecommunications, hospitals, schools and similar projects, and these would mean additional import requirements.

U.S. exports to Italy during the first six months of 1967 declined by 2.8% from the Jan.-June 1966 period. The drop was due primarily to reduced shipments of corn and coal. Coal sales declined by $15 million while exports of corn fell by $65.8 million, compared with the corresponding period of 1966. Some losses were also registered in sales of rye, oats and barley.

In other export sectors American trade fared better and registered gains. Higher shipments were noted for various types of machinery, including electrical and non-electrical apparatus of various kinds. Increases also occurred in the sales of precision and scientific instruments and in the basket group of spare parts for all types of machinery.

**CITATIONS FOR SERVICE** "To the Merit of the Italian Republic" recently went to Robert O. Fickles (c.) and Walter S. Bopp (l.), both of Philco-Ford International, for outstanding contributions to Italy's communications system. Antonio Carloni made the awards at the Italian Consulate in Philadelphia.

The Italian market should continue to offer good trading prospects for American exports. Italian demand probably will remain firm for industrial equipment, machinery and machine tools, all of which are required for current plant modernization and for many industrial projects.

Gains may also be forecast for special equipment, such as data processing and scientific equipment, including medical and dental, where advanced American designs are appreciated.

## Increases likely

Increases are also likely in shipments of air-conditioners, food processing and chemical processing equipment.

There is in Italy a significant long run market for small and medium plants for desalting sea water and treating brackish water. One of Italy's large and unresolved problems is an acute water shortage, particularly in the South, the islands of Sicily and Sardinia, and many smaller islands. Technology offers a practical solution to this problem and American equipment can play an important part in this field.

With the prevailing prosperity high incomes and rising standard of living, the habits of the Italian public are changing and new fields are being opened to enterprising traders. There is a growing potential interest in time and labor-saving devices and gadgets.

## Significant opportunities

Significant trading opportunities also exist for the sale of products for pleasure and enjoyment, such as hi-fi and stereo equipment, since Italy's electronic production covers only 8% of domestic needs. Also in demand are motor boats and camping equipment. American exporters would be well advised to pay greater attention to these new business opportunities.

During the first half of the current year Italian imports were up 13.7% over the corresponding period of 1966. According to all indications, Italian purchases abroad will continue to rise, because part of the growing internal demand cannot be met by domestic production and will have to be satisfied by increased imports. Official government publications predict that total imports will increase by 15% and exports by 8.4% during 1967.

RAVENNA'S INDUSTRIAL VIGOR is reflected in the number of new industries which are taking advantage of large deposits of gaseous hydrocarbons nearby. The market outlook for the U.S. is good.

# Ravenna's new industries are ending Italian city's reliance on tourist income

### Industrial output jumped by more than 450% between 1951-64; discovery of gaseous hydrocarbons has brought variety of new industries

To many Americans, the word Ravenna is synonymous with the world-famous Byzantine mosaics gracing many of the old buildings of this northeastern Italian city. Last year alone 135,000 tourists spent over a total of one million days visiting the city and the province's beach resorts. However, Ravenna has changed rapidly in the last decade and, according to the American Embassy in Rome, should offer opportunities to the U.S. businessman as well as to the tourist.

Industrial and related production in the province of Ravenna rose by over 450% from 1951 to 1964. The average per capita income increased almost as fast, by over 300%, for the same period. From 1957 to 1965 the province jumped from twenty-third to tenth place among Italy's provinces in average annual personal income. Most of the unemployment of a decade ago has almost disappeared.

Much of this rapid economic growth stems from the discovery of large deposits of gaseous hydrocarbons near Ravenna in 1953. Within two years ANIC, the Government-owned chemical industry, had established a plant on the banks of the canal connecting Ravenna with the Adriatic Sea for the production of fertilizers and synthetic rubber, using the methane extracted from the hydrocarbon deposits.

At its founding in 1955 the ANIC plant was the largest petrochemical plant in Europe. It now produces 120,000 metric tons of synthetic rubber and 1.2 million metric tons of fertilizer annually.

## Other plants spring up

Other industrial plants sprang up along the canal. Ravenna is the location of one of the most important oil refineries in Italy—SAROM (Società Anonima Raffineria Olii Minerali) has a yearly output of over four million metric tons. The company produces liquefied gas, gasoline, kerosene, diesel oil and fuel oil.

Montecatani and Interconsorziale Romagnola have established fertilizer plants and ALMA S.p.A. has set up a refinery in the area. The three fertilizer plants produce over 1.5 million metric tons per year, making Ravenna the principal chemical fertilizer producing center in Italy.

Two American firms, CABOT Italiana and Phillips Carbon Black, have established plants in Ravenna to take advantage of the methane deposits. Together they produce 27,000 metric tons of carbon black annually.

Thanks to its methane deposits, estimated to be 30 billion cubic meters, Ravenna is among Italy's leading provinces in the production of chemical products, especially sulfuric acid, ammonia, fertilizer, rubber, petroleum products, and liquefied gases.

Food processing is also an important part of Ravenna's industrial activity. Sugar refining, fruit processing, and milling are favored by the abundant local production of these products.

The province's government has responded to the industrial expansion of the area, enlarging the port and improving the infrastructure necessary to support what obviously was becoming a booming industrial area.

The port of Ravenna now ranks fifth in importance in Italy. Almost 3,000 ships called at the port in 1966, unloading about seven million metric tons of merchandise (compared with only 500,000 metric tons in 1952). The principal commodities entering the port last year were fuels (4.9 million metric tons), grains (1.5 million metric tons), and soybeans and oil seeds (240,000 metric tons).

Probably more grain imports pass through Ravenna than any other Italian port.

Expansion and improvement of Ravenna's six-mile port canal, begun in 1958, is still underway, with dredging and pier construction presently concentrated in the section nearest the Adriatic.

## Trade with U.S.

U.S. exporters have developed a substantial trade with the province of Ravenna. Principal products shipped from the U.S. in 1965 were grains; oil seeds, oil fruit, medicinal and industrial plants; mineral fuels and products derived from their distillation, bituminous substances, and mineral waxes; inorganic chemical products, organic and inorganic compounds of precious metals; boilers, machinery, mechanical apparatus and devices; animal products; natural and synthetic rubber and their products; cotton, cotton yarns, cotton fabrics; and wood, charcoal, and wood products.

The U.S. Embassy reports that Ravenna should present new market opportunities for a wide range of U.S. exports, particularly chemical products and heavy goods and machinery.

# Swedish economy shows signs of renewed vigor, following year of sluggish activity

## Country traditionally purchases more from United States than it sells, but difference is narrowing; for wide range of items, market offers good opportunities for U.S. sales

Following a year of sluggish activity, the Swedish economy is showing signs of renewed vigor.

Several major industries anticipate that production and sales will rise during the latter part of this year. Swedish economists predict that the gross national product will achieve a real growth of between three and four percent in 1967, compared with an increase of only 2.6% last year.

Rapid structural change is a key characteristic of the Swedish economy at this time. In 1966, there were about 300 mergers and long-term collaboration agreements between firms. This continuing trend is having an unsettling effect on employment in several branches of industry as smaller, inefficient production units close down. In the long run, however, these consolidations are expected to improve Sweden's industrial efficiency.

### Swedish exports rise

Swedish producers increased their export sales significantly during the first half of this year in spite of strong and growing competition in Sweden's major Western European and overseas markets. This export expansion was accomplished in some degree by accepting a further squeeze in profit margins.

In the January-June 1967 period, Swedish exports totaled $2,274 million, an increase of 9% over the corresponding 1966 period. Swedish imports during the first half of 1967 reached $2,325 million, a gain of only 1% over the previous year.

Sweden's perennial trade deficit, which has been a source of increasing concern in recent years, will thus be considerably less this year than in 1966. In 1965, the yearend trade deficit reached an all-time high of $400 million; in 1966, this figure was reduced to $300 million (still considered serious by the Swedish economists). During the first six months of 1967, the trade deficit was equivalent to $51 million, comparing favorably with a deficit of $227 million for the first half of 1966. This year's narrowing of the balance of trade deficit is a bright spot on the Swedish economic scene.

Sweden's trade is becoming increasingly oriented toward other members of the European Free Trade Association (EFTA), which includes Austria, Denmark, Norway, Portugal, Switzerland, the United Kingdom, and Finland (an associate member). Swedish exports to these countries during January-June 1967, reached $1.0 billion, a 17% jump over the corresponding 1966 period. Swedish exports to the United Kingdom, which now has replaced the Federal Republic of Germany as Sweden's largest market, reached $304 million, a 16% increase.

Sweden's imports from the EFTA countries were valued at $831 million, an increase of 6%. Since January 1, 1967, Sweden has granted duty-free entry to most industrial goods entering from the customs territory of other EFTA members. With a few temporary exceptions, Sweden receives similar duty-free treatment for its exports to the EFTA countries (Finland, which currently reduces its tariffs on industrial goods from EFTA countries by 90%, will go to duty-free status for EFTA goods on Jan. 1, 1968).

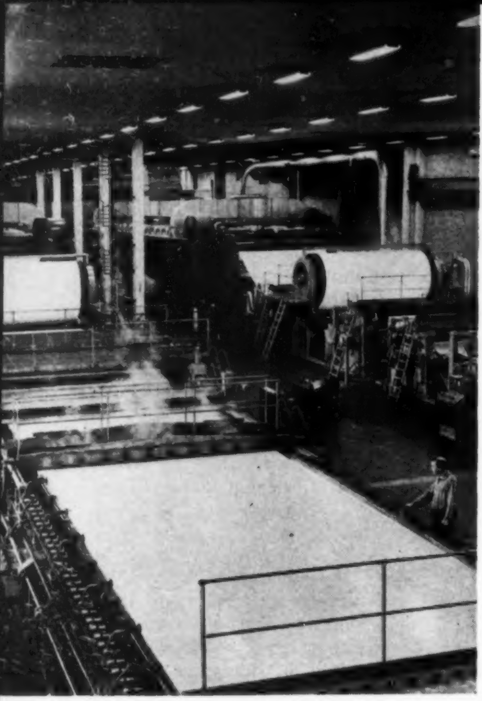
Sweden's trade with the European Economic Community (EEC) conversely has diminished in recent months. Exports to the EEC in January-June 1967 totalled $601 million, a 7% decline from the corresponding 1966 period. Sweden's imports from the EEC during the first five months of 1967 were valued at $814 million, a 1% drop from the previous year.

### Good sales opportunities

Sweden traditionally buys more from the United States than it sells. This pattern still characterizes trade between the two countries, but the difference in value between imports and exports is narrowing. During January-June 1967, Sweden's imports from the United States were valued at $220 million, 3% less than the corresponding period of 1966. Sweden's exports to the United States, however, showed a strong expansive trend, rising by 14% to a total of $170 million for the January-June period.

The slight decline in Swedish imports from the United States in the first half of 1967 was attributable mainly to smaller shipments of food, notably grain and

WHEN U.S. TRADE CENTER FOR SCANDINAVIA displayed equipment of American firms at Medical Instruments Show, chartered bus brought delegates from International Hospital Congress in Stockholm to view exhibit. Showcase for variety of U.S. goods, Trade Center draws visitors from broad area.



**PAPER AND PAPERBOARD** production is increasing in Sweden. Above, reels manufactured at Kvarnsveden mill. Swedish Information Service photo.

grain products, tobacco and tobacco products, metallic ores and metal scrap, and various kinds of animal and vegetable oils and fats. On the other hand, imports from the United States of a wide range of items held up well and, in some cases, showed a continuing rising trend. These included petroleum products and solid fuels (notably gas and coking coal); basic chemicals and chemical compounds; plastic raw materials and semi-manufactures; textiles and manufactured textile products, including wearing apparel; and a broad range of industrial machinery, machine tools and mechanical appliances.

Recent studies conducted by the American Embassy in Stockholm indicate that Sweden offers a growing market for U.S. manufacturers of textiles, including cotton and synthetic fabrics and various types of wearing apparel, such as women's foundation garments and knit outerwear, baby and children's clothes, sports and leisure clothes; kitchen aids and miscellaneous gadgetry and contrivances designed to facilitate housework; industrial and automotive tools and equipment (notably numerically controlled machine tools); home appliances and other domestic hardware; all types of pollution control equipment, navigational aids, freight handling equipment, micro-electronic components, hobbycrafts (especially home maintenance and repair), and new construction machinery.

Swedish industrial production achieved an overall growth of only 2.3% in the first five months of 1967 compared with the corresponding 1966 period. Increased output in sawmilling and pulp production helped offset declining output in several other industrial sectors. The iron mining and base metal sectors registered declines in production.

The engineering industries (industrial machinery, ships, metal fabrication, motor vehicles, aircraft) attained a growth in production of only 1% during January-May 1967 compared with the same period last year. The engineering industries are Sweden's most important in terms of output and employment. In recent years they have been at the forefront of industrial growth—the engineering industries increasing output in 1964 by 9%; in 1965, 11%; and 1966, 8%

The sluggish performance of these industries in the first half of 1967 is attributed mainly to a 2% drop in Swedish capital expenditures on machinery and equipment last year. The decline in outlays was due chiefly to tight credit conditions plus inadequate corporate self-financing ability in many branches.

Several factors point to a possible upturn in the vital engineering sector. Credit availability was eased early in 1967 when the Central Bank lowered the official discount rate from 6% to 5%. The Government has also decided to stimulate industrial investment by releasing investment reserve funds. These funds are voluntarily set aside by corporations during periods of prosperity and may later be used for investment outlays when officially released by the Government. Companies which establish investment reserve funds and use them according to stipulated procedures receive significant tax benefits.

Another factor which may stimulate engineering is an expected increase in private consumer demand, which should improve sales of major domestic appliances. In addition, local government spending is expected to rise, particularly for hospitals and other medical institutions. In view of these favorable factors, machinery and appliance manufacturers are hopeful that the second half of 1967 will bring a revival of business.

The forest product industries, second only to the engineering sector in importance, achieved moderate production gains during the first half of 1967. The international market for wood pulp, which has been weak since 1965, improved somewhat; however, Swedish producers continued to exercise some restraint in mill operations to prevent an oversupply of pulp from further depressing sales prices. Despite this voluntary cutback, which primarily affected bleached sulfite, overall pulp production in January-June 1967 was about 13% higher than the corresponding 1966 period.

Because of recent major additions to paper and paperboard mill capacity, production of those commodities during the first half of this year was almost 4% higher than the similar period last year. However, many mills have expressed dissatisfaction with the recent inflow of new orders for paper and board. Present order backlogs are considered too small in relation to the prevailing rate of mill operations, and several mills have complained about accumulating mill inventories of finished products, which could have the effect of depressing sales prices. Around midyear, a slight improvement in the order intake from abroad was reported, and producers were hopeful that the second half of 1967 would also bring some improvement in domestic business.

## Credit market eases

In the first half of 1967 the Central Bank reversed its policy of steadily increasing the official rediscount rate, which had reached the highest level since the early 1930's. A strong upsurge in the liquidity of the money market early in the year was followed by two successive rate reductions: from 6% to 5.5% on Feb. 3 and from 5.5% to 5% on March 10. The Central Bank explained that these reductions reflected a policy of easier credit and represented an adjustment to trends abroad as well as to domestic market tendencies.

Reflecting the more relaxed policy of the Central Bank, Sweden's money supply expanded in the January-June period and loan issues (government and industrial) sharply increased. Deposits in Swedish banks and other savings institutions have also increased.

On July 1, 1967, the new State-owned "Investment Bank of Sweden, Incorporated" (*Sveriges Investeringsbank AB*) went into operation with an initial capitalization of Skr 500 million ($97 million). The Bank expects to get another Skr 500 million in its second year of operation and to be able ultimately to loan out five times the total amount, or Skr 5 billion (almost $1 billion).

The capital market of a country the size of Sweden is always somewhat narrow, but with the economic expansion of the 1960's capital has been even more scarce. Governmental authorities hope to use the new bank in behalf of shipbuilding and other export industries in order to get at the problem of the continuing deficit on the current account of the international balance of payments. Another purpose of the Bank will be to safeguard over the long run the level of employment in the country.

Although the figures thus far available for the first half of 1967 do not show as great an increase in economic activity as had been hoped for in Government circles, there were indications at midyear that the expansion of activity would accelerate during the second half of the year. Most manufacturing companies expected an improvement in orders from the domestic market, while some also anticipated an increase in orders from foreign customers. The peak rate of construction activity is expected to provide an important stimulus, assisted by some relaxation in monetary controls and the release of investment reserve funds by the Government.

# African development plans to be studied

### Top government planners will evaluate national programs

African government officials responsible for economic development planning in their respective countries will meet in Addis Ababa from Dec. 4 to 16. The conference, which is being sponsored by the United Nations Economic Commission for Africa (UNECA), is part of the Commission's continuing effort to promote economic development on the continent.

Since achieving independence, practically every African country has drawn up an economic development plan. However, according to the UNECA, most of the plans have shortcomings of varying degrees which must be corrected if the plans are to serve as worthwhile blueprints for economic development.

The theme, therefore, of the forthcoming Conference of African Planners will be the "Evaluation of Plan Performance in the African Region and Suggestions for Improvement." The conference agenda will include such subjects as methods of identifying projects suitable for financing and ways to implement them; and personnel, training, research and data required for economic planning.

The meeting should be a valuable contribution to the promotion of African economic development, which could eventually result in greater opportunities for American trade and investment. The United States, at the invitation of the UNECA, will send observers to the conference.

# Indonesia's stabilization program enters second year with several successes to its credit, but many problems ahead

### Austerity program, slowing down runaway inflation, will be continued; Government is regaining confidence of international businessmen

The Government of Indonesia has begun its second year of economic reform with several successes under its belt but a number of immediate problems to face.

Acting President Suharto is pushing ahead toward stabilizing an economy which was left on the ropes by Sukarno's 'Guided Economy.' Internationally, the new Government has made important strides toward restoring the confidence of foreign businessmen in trading and investing in Indonesia, according to a telegraphic summary of the latest Economic Trends Report from the U.S. Embassy in Djakarta.

Financial austerity through an effort to balance the budget and restraint in issuing State Bank credits has slowed down the runaway inflation of the last few years. The price index may rise this year slightly more than the official target limit of 65%, but it will certainly compare well with the 1500% increase between June 1965 and June 1966.

The 1968 budget draft, calling again for a balanced budget but at a substantially higher level than this year's budget, reflects the Government's determination to get the economy moving again. It will require continued austerity and the tapping of new revenue sources.

Unemployment has risen during the past year, as formerly-subsidized state enterprises were forced to streamline, while Government construction and other investments have remained dormant.

The key 1968 economic target is a 3% increase in the gross national product, matching the anticipated 3% population rise.

The long-term economic strategy for the 1969-73 Five Year Plan which is now under discussion will be realistically aimed at developing Indonesia's raw material base—agriculture and mining—as the engine for growth. An auxiliary goal will be rehabilitating the nation's infrastructure to support projected capital investment in productive facilities.

The Government concluded $30 million worth of import loans and a $19.5 million PL-480 rice agreement during September, which reflected the continuing U.S. support for the effort to strengthen Indonesian political and economic stability. The U.S. is meeting its pledge to contribute one-third of Indonesia's $200 million foreign aid requirements during 1967.

The import loans were granted in terms supporting the Indonesian effort to convert from the inefficient foreign exchange allocation system to a reliance on free market forces and an emphasis on private enterprise. Indonesia's progress in the past year has helped promote stability and improve the whole Southeast Asian area's economic prospects.

Moreover, the Government's return of taken-over foreign properties, its opening of the country to direct private foreign investments, and other moves to improve Indonesia's international economic relations have been an important benefit to U.S. businessmen. The number of American and other foreign businessmen visiting Djakarta has grown apace.

Indonesia's need of outside capital and technical know-how—along with food and fiber, machinery and spare parts, equipment and other manufactures—provides a growing market for U.S. goods.

# Colombia has some bright spots, but outlook is hazy

### U.S. suppliers may benefit from planned import increase

Domestic business sales remain slack in Colombia, but signs of a pick-up in a few areas have appeared recently. The solid consensus of the economy's observers is for more spottiness, however, and the outlook remains hazy, according to the latest Economic Trends Report submitted by the U.S. Embassy in Bogota.

Encouraging aspects are the higher level of import registrations programmed for the next six months, increasing public investments, promising harvests, and business adjustment to the Government's comprehensive foreign exchange and trade controls.

Prices are holding fairly stable and government revenues are good. Cautious monetary policies are in effect and credit continues tight. Export values are running appreciably below last year's level, due to low coffee prices.

No major changes in the Government's economic policies are foreseen. Exchange and trade controls are unlikely to be substantially relaxed, although loan, royalty and investment remittances through the capital market should be stepped up as administrative documentation is completed.

Further depreciation of the flexible certificate market rate is expected. This will result in higher peso costs for Colombia's importers and better returns for the nation's exporters.

The outlook is for increasing Government efforts to promote exports and to push for economic integration with the other Latin American republics.

U.S. suppliers should find somewhat bigger sales opportunities as a result of the higher level of programmed import licensing, but competition will be stiff.

Particular opportunities may arise from public investment activities, especially road building, and from expanded credit programs for housing, agriculture and industry.

# Buoyant Panama is confident that good growth will continue

### Country stresses measures that will bring its entire population into the nation's economic life

Panama's remarkable 7-8% annual growth rate is expected to continue, with increasing governmental emphasis on measures within the Alliance for Progress framework to reduce income disparities and improve the participation of the whole population in the economy.

A telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy says that the business boom is continuing and confidence is high. The confident mood is fed in part by the belief of many businessmen that Panama will eventually reach satisfactory treaty accords with the U.S., thereby increasing earnings from the Panama Canal.

Panama's dollar-based economy and very low rate of inflation continue to provide a stable base for commerce and investment.

The governmental policy of selective controls on the quantity of imports has resulted in the local manufacturing industries growing faster than the overall gross domestic product (GDP). The agricultural industries are growing less rapidly than GDP.

The Government's interest in eventual association with the Central American Common Market (CACM) is also on the increase, but membership is not likely in the foreseeable future.

Exports are up, but Panama is still running a large deficit in her merchandise trade. The deficit is held within manageable limits by earnings from sales of goods and services to the Canal Zone, which are increasing.

The U.S. position as Panama's major import supplier is probably secure, but increasing competition from Japan and Western Europe should not be dismissed. The character of Panama's import needs is gradually shifting from finished goods to semi-finished and capital goods.

Short-run opportunities for American business participation in Panama's development program are particularly good in the manufacturing industries, especially food processing and other consumer items. The possibilities for basing regional activities such as banking in the country or the Colon Free Zone could also provide top openings for U.S. participation.

The market possibilities for U.S. exports of capital and semi-finished goods also should be good.

## Angolan firms to buy G.E. locomotives with U.S. loan

The Export-Import Bank has authorized a credit in favor of Companhia Mineira do Lobito and Sociedade Mineira do Lombige, both in Angola, to help finance the purchase of 30 diesel locomotives and related equipment and services valued at $7.9 million. The new locomotives are being manufactured at the Erie, Pa. plant of General Electric Co., where technicians from the Angolan firms are receiving advanced maintenance and operational training.

The new locomotives, to be used on the Mocamedes Railroad to haul iron ore from the Cassinga mines in the interior of Angola to the port of Mocamedes on the west coast of Africa, are to be delivered over a four-month period beginning this month.

# AID announces new housing investment guaranty program

The Agency for International Development will accept applications for AID guaranties to insure new U.S. investments in housing projects in Panama, Peru, Venezuela, Jamaica and British Honduras.

Congress has provided an additional authorization of $50 million for AID insurance on such housing investments, bringing the total for Latin American housing guaranties to $450 million.

To be eligible for protection under AID's housing guaranty program, the proposed projects must be joint ventures of U.S. and Latin American enterprises.

The Agency's Housing and Urban Development Division will issue guaranties to qualified investors who wish to finance construction of dwellings for low and lower-medium income families. The home-owners will pay AID an insurance fee ranging from one-half of one percent to two percent of their mortgage.

In evaluating applications under this program, authorized by the Foreign Assistance Act as an integral part of the Alliance for Progress, special consideration is given to projects which help to achieve qualitative and quantitative improvements in the home-building and home-financing industries.

Since applications under this program have always exceeded the amount of AID's guaranty authority, they will be considered competitively.

Under the new program, housing investment guaranties will cover pilot demonstration projects ranging in value from one to three million dollars. The top selling price for an individual dwelling unit in these projects may not exceed $7,500, which includes the cost of the house, land and urbanization.

A total of $340 million in AID housing investment guaranties are already in various stages of execution—ranging from project reviews to finished houses.

To date, housing investment guaranties have spurred private investors to finance the construction of some 39,000 dwelling units in Latin America.

Applications and queries concerning the housing investment guaranty program may be addressed to the Director, Latin American Housing and Urban Development Division, Room 2242, New State Building, Washington, D.C., 20520.

# AID insures private equity investment in Dominican project

U.S. foreign aid funds will be used to insure private investment in an agriculture project in the Dominican Republic which will grow feed grain and also open new land for sale to small farmers.

Under the Alliance for Progress, the Agency for International Development has signed an extended risk guaranty agreement with the Central Aguirre Sugar Co., San Juan, Puerto Rico, insuring $600,000 of the company's $900,000 equity investment in the Dominican project against all risks.

Central Aguirre also is protected against political risks under AID specific risk guaranties. Coverages total $2.6 million each against inconvertibility of local currency earnings or investments into dollars and against losses resulting from expropriation of property and damage from war, revolution and insurrection.

AID also has authorized extended risk protection for a long-term $2,175,000 loan by the State Street Bank and Trust Co., Boston, the major portion of $2.9 million in U.S. private lending for the project. The Santo Domingo branch of the Chase Manhattan Bank, New York, is providing the balance of $725,000 as the early maturities of the U.S. private lending. The latter is protected by part of Central Aguirre's specific risk coverage.

Central Aguirre, long active in growing and processing sugar cane as well as other crops in Puerto Rico, will operate the integrated agricultural project on 32,600 acres of land in the northwest part of the Dominican Republic.

The company initially will grow milo, a grain sorghum for livestock feeding, but it gradually will diversify production to include crops for retail markets. The company will clear and level land to increase the total of arable land to approximately 20,000 acres and provide necessary irrigation canals and ditches.

The land-sale feature of the company's agreement with the Dominican government provides for eventual sale "at cost" (cost of acquisition plus cost of development) of one-half of the land to small-scale farmers.

The project also is increasing employment in this depressed area of the country, utilizing 300 to 500 full-time workers year-round and about 1,000 part-time laborers during the harvest season.

Central Aguirre is continuing development of the project begun by Nebraska Consolidated Mills Co., Omaha, which previously received AID specific risk (political risk) insurance on its investment. Nebraska Consolidated will retain its interest in the project.

# S. Africa firm loses U.S. export rights

A. H. Marcuson and Co. (Pty.), Ltd., Johannesburg, South Africa, and a subsidiary company have been denied U.S. export privileges for 18 months by the U.S. Department of Commerce for reexporting a cotton gin plant from South Africa to Southern Rhodesia.

At the expiration of the denial period, Marcuson will be on probation for another 18 months under the terms of the order issued by the Department's Bureau of International Commerce effective Oct. 2. The order also applies to A. H. Marcuson Textile Industry Division (Pty.), Ltd., a subsidiary company.

Charges were brought against Marcuson last July 6. Following an administrative hearing, it was found that the firm violated export regulations in Oct. 1966 by reexporting the $140,000 plant without obtaining authorization from the U.S. Government.

For 18 months Marcuson is barred from participating in any transactions involving commodities or technical data exported or to be exported from the United States. Thereafter, export privileges will be restored on condition that the firm fully complies with all requirements of the Export Control Act of 1949 during an 18-month probation period.

Under the sanctions invoked, all validated licenses in which the respondents have an interest are cancelled, and the respondents, their agents and employees are denied the right to participate in any export transactions involving U.S. commodities or technical data.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been denied export privileges.

# Venezuela to buy U.S. farm equipment

The Export-Import Bank has authorized a $5 million Alliance for Progress relending credit in favor of the Venezuelan Agriculture and Livestock Bank to enable private farmers to purchase U.S. agricultural equipment from suppliers not yet designated. The new loan replaces an earlier allocation of funds from a $25 million line of credit established in 1961.

Specific items to be financed by the Eximbank credit will include agricultural machinery such as tractors, plows, graders, planters, cultivators, irrigation equipment and refrigeration machinery. Individual sub-loans to farmers are not expected to exceed $125,000, and many will be for amounts of less than $50,000. Purchases will be effected over the next two years.

U.S. suppliers of equipment financed by the earlier Eximbank credit to the Venezuelan Agriculture and Livestock Bank included the following firms: Allis Chalmers International, American Drying Systems Inc., Babson Bros. Export Co., Caterpillar Tractor Co., Eversman Manufacturing Co., International Harvester Export Co., Irrigation Motor & Pump Co., Kramer Body & Equipment Co. Inc., Minneapolis-Moline Inc., Oliver International S. A., Peerless Pump Co., Rome Plow Co., Standard Trailer Co.

## U.S. loans to assist Somali port, business development

The Somali Republic will develop port, power and water facilities on its southern coast with a loan of U.S. foreign aid funds authorized by the Agency for International Development.

A second AID loan to the Somali Republic will provide credit for private business development in that country.

The latter assistance will go to Credito Somalo, a government-owned bank which provides loans for private investments in industrial and commercial ventures.

The two loan agreements, signed recently in Mogadiscio by representatives of the U.S. Government and the Somali Republic, total $5.6 million—$3.6 million for the port project in Chisimaio and $2 million for Credito Somalo.

# New French ordinances reform country's social security system

### Main features include increased social security costs, reduced medical and drug coverage, change in system's ministration

Four French Government ordinances published Aug. 22 extensively reform France's social security system. Higher contributions by employees and employers and reduced medical and drug coverage are among the main features of the reform.

The reform will also bring about important changes in the system's administration. These will include division of the presently centralized structure into three autonomous components: old-age retirement, family allowances and medical coverage.

Outlays for investment in hospitals will be transferred from the Social Security to the Government budget. A tax to be levied on automobile insurance premiums will be used to reimburse the social security system for medical costs resulting from automobile accidents.

The specific raise in rates do not appear in the ordinance proper. In this manner, the Government retains the ability to adjust rates and benefits as it deems necessary. However, increases in social security costs will occur as indicated below.

The principal modifications in contributions are:

- In contributing to old-age retirement and medical benefits funds, employees will be assessed 6.5%—presently 6%—of their salaries up to 1,140 francs per month. Above the 1,140 franc salary ceiling (which had previously been absolute) all wages are subject to a 1% employee contribution.
- Employers' contributions to these two funds will be raised from 15% to 17% of the employee's salary up to the 1,140 franc ceiling and to 2% on the portion of the salary above this ceiling.
- Family allowances will continue to be the responsibility of the employer. Contributions, however, are being dropped from 13.5% to 11.5% of the employee's salary. The 2% thus saved is being transferred to the medical fund to cover maternity costs. Hence, the raise from 15% to 17% in the previous paragraph.
- Employers' contributions to the workmen's compensation fund, averaging 4% and applicable up to the ceiling of 1,140 francs, will remain unchanged.

The following are the main modification in benefits:

- The allowance for single salary families is dropped in the case of childless couples. The funds thus saved will be used to raise the allowances for single salary families with three or more children. No other raises in family allowances are envisaged. An increase of 4.5% in benefits paid to couples with children had previously been announced for Aug. 1.
- There are no immediate changes in old-age retirement although increased benefits for those having more than 30 years employment are being studied. However, the rate of contributions destined for the old-age retirement fund (8.5%) may have to be raised as more workers reach the age of retirement and/or the retirement age becomes progressively lower.
- Outpatient medical and dental care, including home visits, will be reimbursed by 70% instead of the present 80% coverage. Hospital care will continue to be fully covered, but rest cures will be reimbursed by only 70%. A provision of the reform will permit future revisions of the reimbursable percentage, as well as the imposition of a hospitalization deductible, should experience so warrant.
- Pharmaceutical products, which have been reimbursed generally at 70%, with specific products reimbursable at 80% and 90%, will continue to benefit from this type of coverage. However, revision of the lists enjoying 80% and 90% coverage is being undertaken.

The mutual insurance plans which presently cover the full difference between medicine cost and social security reimbursement must henceforth impose at least a 5% deductible. In addition, a 3% drop in the price of pharmaceuticals, which are price controlled, is being ordered. This 3% will be absorbed by the manufacturer and the distribution network.

Measures pertaining to control of advertising of pharmaceuticals are also being drafted. The requirement that they be sold in the volume prescribed, necessitating packaging in smaller quantities in many instances, is also added.

- A voluntary national health and accident insurance plan will be made available to those not presently covered by social security or an agreed mutual plan. Premiums will be based on an as yet to be determined percentage of the subscribers income. The premiums of those without financial resources will be paid by public assistance funds.

It is expected that most of the implementing regulations will be issued by mid-December and that the reform will go into effect Jan. 1, 1968.

The preceding information may be used to amend that given in OBR 66-76 *Establishing a Business in France.*

# Kenya regulates sale of farm land to non-citizens

The Government of Kenya has adopted interim regulations governing the sale of agricultural land to non-citizens. The Kenyan Commissioner for Lands and Settlement Fund Trustees is directed to approve the buying or leasing of agricultural lands by non-citizens only if such transactions are declared to be "approved enterprises." Land in urban areas is exempted from the provisions of Legal Notice No. 179 of Aug. 18.

Succession or inheritance of land by non-citizens is protected by the Constitution of Kenya and therefore should not be affected.

A comprehensive Land Bill is scheduled to be introduced in the next session of the National Assembly. The current Notice presumably was published to curb the growing speculation in land, which has caused the price of agricultural land to soar.

This change should be noted in the section Legislation Governing Investment contained in OBR 66-93 *Establishing a Business in East Africa.*

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, WO. 7-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

# U.S. license agreements sought by six European manufacturers

## Seek to make U.S. steel products for industrial use and special machinery, stereo components, other articles

Six European manufacturers are interested in U.S. licensing agreements to produce various steel products for industrial use, special machinery, stereo components and equipment, precision machinery, rubber molded products, and small household appliances.

### Steel products

- A large manufacturer and distributor of numerous steel products including containers, wall and ceiling panels, boilers, silos, roof sections and guide rails seeks licensing arrangements with U.S. firms.

The German company wants to produce steel containers, tanks and apparatus for industrial use; flat and shaped galvanized and plastic covered steel strips; and fine grain and stainless steel.

In addition to operating facilities equipped with modern galvanizing, forging and foundry machinery, the German concern has several subsidiaries. Established in 1885, the concern has about 1500 employees and reports 1966 sales of $30 million. Project 7923. WTD.

### Stereo components

- A Duesseldorf manufacturer, exporter and importer of radio-phonograph cabinets, high fidelity stereo and other electronic equipment seeks a license to produce stereo components and equipment. The firm is particularly interested in manufacturing newly developed components not presently available on the European market.

The German firm's facilities include two workshops equipped with modern machinery, a warehouse and sales office. It has approximately 68 employees and reports 1966 sales of around $1.2 million. The concern is reportedly well established on the EEC and EFTA markets. Project 7922. WTD.

### Special machinery

- A manufacturer and distributor of presses, machine parts and special machinery for a wide variety of industries seeks a license to produce machines for the European market. The German firm's primary operation is the custom manufacture of industrial machinery, much of it for experimental purposes.

The company's facilities include a modern plant equipped with machinery adaptable to a broad range of machine building, a warehouse and an office. The firm has approximately 100 employees and reports 1966 sales of $872,000. It is reported to have established markets in the EEC and EFTA countries and has good connections in heavy industry. Project 7929.

### Precision machinery

- A producer of precision machinery seeks a licensing agreement in the same field from a U.S. firm.

Employing about 60, the British concern makes components, sub-assemblies and complete machines for customers in the U.K. An associated firm, specializing in electrical sub-assemblies furnishes any required electrical work.

The British concern claims it is equipped to undertake the production of precision machinery from the fabrication stage to final painting and testing. It would also add any facilities necessary in the implementation of a licensing arrangement.

Currently, the British firm is developing pottery drying equipment. Project 7925. WTD.

### Electric appliances

- A manufacturer and distributor of thermostat flat-irons and collapsible hair-driers is interested in a licensing arrangement with a U.S. producer of small household appliances.

The Danish firm wants to make such products as food mixers, juice extractors, percolators and whippers. The company is prepared to negotiate any form of remuneration with a prospective U.S. licensor.

Established in 1955, the Danish concern has about 150 employees plus 8 salesmen. The company operates a plant covering about 5,000 square meters and reports that production capacity could be increased several fold. Distribution of the firm's products is throughout Europe. Project 7924. WTD.

### Rubber molded products

- A manufacturer and wholesaler of synthetic rubber molded products wants a U.S. licensing or agency arrangement to produce and/or distribute additional types of molded rubber articles.

Located in a suburb of Paris, the company has about 50 employees plus 2 traveling salesmen. The firm was established in 1919 and reports annual sales approximating $370,000. Project 7921. WTD.

## Australian firm proposes promotional joint venture

A Sydney manufacturer of tag printing and other machinery for the printing industry is interested in a joint venture in such activities concerned with the graphic arts trade as advertising, sales promotion, public relations, printing and engineering.

The company claims 35 years of experience and maintains branch offices in major Australian cities. Project 7920.

# Austrian firm seeks license to expand metal products line

## Other business arrangements offered for consideration

An Austrian metal-working concern is interested in business arrangements with a U.S. firm engaged in similar activities. The company wants to expand its current metal product line of hat and coat hooks, garment racks, umbrella stands and furniture accessories.

The Viennese manufacturer would consider several types of agreements. These include: a) distribution in Austria of complementary U.S. products such as bathroom fixtures; b) a U.S. license to make complementary goods in Vienna; c) participation by a U.S. investor in the form of equipment, or d) sale of the Austrian firm's products in the U.S.

The Viennese firm reportedly operates a large modern plant with sufficient equipment for additional production. Facilities include a tool room and press, plating, grinding, polishing, and paint shops, containing milling machines, surface grinders, lathes, 12 to 80-ton presses, electrostatic paint spray equipment and foundry with a crucible capacity of between 110 and 176 pounds.

The Austrian firm was established around 1900 and currently employs about 160 plus 4 salesmen who cover all of Austria. They reportedly solicit 1400 hardware stores and iron working operations. The company claims annual sales of approximately $1.1 million and exports to Germany and EFTA countries. Project 7927. WTD.

# New Zealand firms want U.S. licenses

Licensing arrangements with U.S. companies are being sought by two New Zealand firms to produce agricultural chemicals and milk handling and dispensing equipment.

- A manufacturer of veterinary products and agricultural chemicals wants a licensing arrangement with a U.S. company to expand its product line. The New Zealand company is particularly interested in herbicides, fungicides, and veterinary dips and drenches. A U.S. concern is asked to supply technical and product development information in return for royalties on sales.

Established in 1966, the company employs about 10 plus 5 salesmen. Annual sales are reported to be approximately $40,000. The firm operates an 8,000 square foot plant in Aukland and has set up sales depots at three main centers outside the city. Project 7915. WTD.

- A sheetmetal working company is interested in a license to produce milk and dairy products handling and dispensing equipment. The New Zealand firm currently manufactures such dairy industry materials as steel tanks, cheese vessels, air filtration systems and ancillary equipment.

Operating two plants with a total area of 20,000 square feet, the company was established in 1953 and employs about 55 plus 3 salesmen. The concern reports having a qualified engineering and design staff and adequate equipment. Annual sales are estimated to be about $140,000. Project 7916. WTD.

# Auto accessories license wanted

## Mexican firm seeks to expand, also wants technical assistance

An importer and manufacturer of automobile accessories is interested in a licensing arrangement with a U.S. firm engaged in similar activities. The Mexican firm seeks technical know-how primarily in the area of foundry techniques and die casting to expand its current product line of automotive mirrors, stoplights and bumper guards.

A percentage of the profits and a share in management are offered a U.S. participant.

The Monterrey firm was established in 1962 and has about 41 employees plus 6 salesmen. Annual sales volume is reported to be approximately $100,000.

Facilities operated by the Mexican company include 5 metal forming hydraulic presses, one lathe, a 12-pound die casting machine, a 100-ton hydraulic press and chrome plating equipment. The company says it has adequate power, labor, transport and equipment available to expand production. Project 7928. WTD.

# Ventures proposed for gear trains, precision levels

## Indian firm's representative in U.S. to discuss proposals

A Bombay manufacturer of precision turned parts, screw machine products and gears and pinions for precision instruments is interested in obtaining U.S. participation in two ventures.

Technical know-how, licenses to utilize patents and designs, and the benefits of research done by a U.S. participant are sought by the Indian firm for the production of gear trains and mechanisms for such instruments as pressure and dial gauges, dial thermometers, weight scales, electric time switches and timing devices, and relays. The Bombay firm says it has the necessary equipment and labor for the project. The company plans to export about 20% of production.

The Indian concern also wants to make precision levels and vials such as machinists' levels. Technical know-how and financial participation is asked of a U.S. investor. The Bombay company reports that castings are available in India, but that special quality glass tubes would initially be imported. Forty percent of the proposed annual production of 10,000 units would be for export.

Established in 1963 and employing about 35, plus 2 salesmen, the Bombay firm reports annual sales of about $50,000.

A representative of the Indian company is currently visiting the United States. Because of the time factor involved, U.S. firms interested in obtaining appointments should answer this announcement immediately. Project 7926. WTD.

## French firm seeks license to make machine tools

A Paris manufacturer of lathes and screw cutting machinery wants a U.S. license to produce high speed steel machine tools.

Established in 1932, the French firm has about 100 employees, plus 5 traveling salesmen, and reports annual sales of approximately $1 million. Project 7912. WTD.

# World Trade Opportunities pages 41-47

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

**WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

## Viet-Nam requests bids on plastics, chemicals

The Central Purchasing Authority, P.O. Box H-5 Saigon, Viet-Nam, has issued a request for bids (No. 2845-09097) with a deadline of 9 a.m. Oct. 17, for various plastics and chemicals.

Requirements are: 360 gallons, polyester resin (Resilent); 180 gallons, polyester resin (Rigid Laminac 4116); 45 gallons (Flexible Laminac); 135 case, Luperco Ram: 9 gallons, Naugatuck Promoter: 9 Kg, Standard leg and arm color; 135 Pd, Micro sphere; 135 roll, PVA Film, 25 yd. roll; 300 large sand cone (coarse); 150 large sand cone (fine); 300 small sand cone (coarse); 150 small sand cone (fine); 300, garnet belt (coarse for wood); and 300, garnet belt (fine for metal). Brand names are for reference only; however, equivalent will be acceptable.

Copies of tender are available on a loan basis to firms located in the United States from the Chemicals and Allied Products Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3529.

## Australia extends deadline on microwave equipment bids

The Snowy Mountains Hydro-Electric Authority of Australia has announced that the bid deadline on Tender No. L113 has been extended from Oct. 4 to Oct. 25.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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## Sales Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.*

### 019 Miscellaneous agriculture

**VENEZUELA**—Seeds, for horticulture, truck farming and agriculture in general. Agency and distribution for Venezuela. Requests replies in Spanish. Multi-Piensos, C.A. (importer, distributor), Edificio B, Local 8, Mercado al Mayor de Coche, Caracas. WTD 9/67.

### 209 Food preparations

**BRAZIL**—Animal tallow for manufacture of soaps. Requests replies in Portuguese. WTD in preparation. Paulo Cela & Cia (soap manufacturer), Avenida Floriano Peixoto 172, Manaus, Amazonas. WTD in preparation.

**TRINIDAD, W. I.**—Raw ingredients for manufacture of precooked foods, nectar processing, gelatin and pudding processing and cereals. Holiday Foods Ltd. (importers, manufacturers), El Soccorro Road, San Juan, Trinidad, W.I. WTD 9/67.

### 221 Broad woven fabric mills, cotton

● **CEYLON**—Olive green cotton drill, 28" in width, 200,000 lineal yards. Tender No. U.S./COM/313. Bid deadline Dec. 5. Chairman, Tender Board, Department of Government Stores, P.O. Box 418, Colombo.★ (Telephone: 202-967-5238).

**NIGERIA**—Cotton velveteen with embroidery. Shamco (importer), 43/47 Balogun St., P.O. Box 2683, Lagos. WTD 9/67.

### 222 Broad woven fabric mills, manmade fiber, silk

**BELGIUM**—Fabrics and accessories for high-grade men's, boys' suits, sports jackets, overcoats, coats. De Sterck p.v.b.a. (manufacturer, exporter), 43 Antwerpsestraat, Niel. WTD 8/67.

**NIGERIA**—Dacron suitings, 58/60". Shamco (importer), 43/47 Balogun St., P.O. Box 2683, Lagos. WTD 9/67.

### 239 Fabricated textile products

**NIGERIA**—Dacron/cotton embroidered poplin, 58/60". Shamco (importer), 43/47 Balogun St., P.O. Box 2683, Lagos. WTD 9/67.

### 262 Paper mills, products

● **IRAN**—600 tons colored paper (250 tons red, 150 tons blue and 200 tons yellow) in bobbins. Substance to be 110 grams per square meter ± 5 grams. Bobbin core diameter to be 150 mm. Weight of each bobbin to be 200-250 kilograms. Bid deadline Nov. 23. Tender announcement with specifications and conditions available from the Forest Products Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3003.

150 tons bleached triplex board, one side glazed. Substance to be 270-280 grams per

square meter. Thickness 0.32-0.34 mm.; sheet size 42x62 cm. long grain. Bid deadline Nov. 26 Tender announcement with specifications and conditions available from the Forest Products Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. Telephone: 202-967-3003.

## 273 Books

**SWEDEN**—Scientific literature on economical and technical aspects, transportation, materials handling. Chalmers Institute of Technology (state university), Byradirektor Wahlgren (Prof. H. Lindahl), Goteborg S.

## 281 Industrial chemicals

**COLOMBIA**—Industrial organic and inorganic chemicals, chemical raw materials, intermediate and auxiliaries. Requests price quotations c.i.f. Barranquilla. Blanco & Roca & Cia. S.A. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 19, Barranquilla. WTD 8/67.

**SWITZERLAND**—Inorganic industrial chemicals, industrial cleaning compounds. Direct purchase and agency. Industrie-Bedarf AG (agent, distributor, importer), Glattalstrasse 138, 8050 Zuerich. WTD 7/13/67.

## 282 Synthetic materials

**NETHERLANDS**—Polyethylene, other synthetic resins; ethyl vinyl acetate copolymers for firm's production of industrial waxes for paper converters, cheese exporters. Jonk N.V. (manufacturer, importer, sales agent), 6-14 Wezelstraat (or: P.O. Box 5), Koog a/d Zaan. Attention: Mr. A. Wittebrood. WTD 9/67.

## 283 Drugs

**COLOMBIA**—Organic and inorganic medicinal chemicals, botanical drugs, herbs for use in manufacture of pharmaceutical products. Requests price list. Laboratorios Mendel Ltda. (manufacturers, importers, wholesalers), Apartado Aereo (Air Mail P.O. Box) 1354, Barranquilla. WTD 9/67.

**SWITZERLAND**—Veterinary pharmaceutical preparations particularly for cattle, hogs. Direct purchase and agency. SA Agricola Ticinese (wholesaler, importer, retailer), Viale Generale Guisan, 6500 Bellinzona/Ti. WTD 9/14/67.

**TRINIDAD, W.I.**—Pharmaceutical specialties. Direct purchase and agency. Delta Agencies Ltd. (importers, wholesalers, retailers), 110 Frederick St., Port of Spain. WTD 9/67.

**VENEZUELA**—Pharmaceutical products, drugs, patent medicines. Distribution for entire country. Requests replies in Spanish. Farma, S.A. (manufacturer, importer, distributor), Edificio Farma, Avenida Principal, Los Ruices, Caracas, or: Apartado 17139, Los Ruices, Caracas. WTD 9/67.

## 284 Soap, detergents, cleaning preparations, perfumes, cosmetics

**SWITZERLAND**—Dry and liquid nonhousehold detergents for industrial use, scouring cleaners with or without abrasives, metal cleaners, metal stripper agents. Direct purchase and agency. Industrie-Bedarf AG (agent, distributor, importer), Glattalstrasse 138, 8050 Zuerich. WTD 7/13/67.

## 285 Paints, varnishes, lacquers, enamels

**SWEDEN**—Lacquers and lac-dye for building, furniture industries. Klint, Bernhardt & Co. AB (importer, exporter, manufacturer, wholesaler), Saltmatargatan 19 A, Stockholm. WTD 9/67.

## 287 Agricultural chemicals

**SWITZERLAND**—Botanical preparations and concentrates for agricultural use, seed treatment compounds, weed killers. Direct purchase and agency. SA Agricola Ticinese (wholesaler, importer, retailer), Viale Generale Guisan, 6500 Bellinzona, TI. WTD 9/14/67.

## 289 Chemical products

**SWITZERLAND**—Metal-treating compounds, coolants for lathes. Direct purchase and agency. Industrie-Bedarf AG (agent, distributor, importer), Glattalstrasse 138, 8050 Zuerich. WTD 7/13/67.

## 291 Petroleum refining

**NETHERLANDS**—Paraffin and microcrystalline waxes for firm's production of industrial waxes for paper converters, cheese exporters. Jonk N.V. (manufacturer, importer, sales agent), 6-14 Wezelstraat (or: P.O. Box 5), Koog a/d Zaan. Attention: Mr. A. Wittebrood. WTD 9/67.

## 301 Tires, tubes

● **CEYLON**—Tires, 57,325; inner tubes, 38,625; and flaps, 39,025. Various sizes and types. Bid deadline Nov. 7. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Road, Colombo 5.★ (Telephone: 202-967-3381).

## 306 Fabricated rubber products

**COLOMBIA**—Rubber druggist and medical sundries, fountain syringes, hot and cold water bottles. Requests illustrated literature, price quotations c.i.f. Barranquilla. Blanco & Roca & Cia. S.A (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 19, Barranquilla. WTD 8/67.

## 307 Plastic products

**BELGIUM**—Cellulose ceiling tiles. Requests price quotations c.i.f. Antwerp. Alex. Hanjoul (importer, wholesaler), Generaal de Krahestraat 79, Leopoldsburg. WTD 6/67.

## 329 Abrasive, asbestos, nonmetallic mineral products

**SWITZERLAND**—Tungsten carbide abrasive and tungsten carbide tools, buffing and polishing wheels and laps, diamond wheels, corundum and metal pneumatic blasting products, rubber bonded polishing heads and similar products, buffing and polishing compounds. Direct purchase and agency. Industrie-Bedarf AG (agent, distributor, importer), Glattalstrasse 138, 8050 Zuerich. WTD 7/13/67.

## 331 Steel mill products

● **BURMA**—Angles, 15 tons 1" x 1" x ⅛" to 6" x 3" x ½"; ties, 5 tons, 2½" x 2½" x ⅜" and 10 tons 2" x 2" x $\frac{5}{16}$"; channels, 5 tons 8" x 3½" x ½" and 8 tons of joists 24" x 7½". Tender No. MEIC/B.Rlys/15(T)422.E/67.68, bid deadline Oct. 24. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

● Bars, 37 tons 4" x 1" to 12" x 1"; 4 tons 2" and 2½" dia. and 5 tons 2" x 2". Tender No. MEIC/B.Rlys/15(T)423.E/67.68, bid deadline Oct. 24. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

● Plates, 40 tons 8′ x 4′ x ⅛" to 8′ x 4′ x 1". Tender No. MEIC/B.Rlys/15(T)420.E/67.68, bid deadline Oct. 24. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

● **INDIA**—Drill steel, 75 metric tons, 32 mm. dia. x random length 5790 mm. to 6096 mm. Tender No. 1063/BPO/PR/D-302/57028/Global, bid deadline Nov. 8. Chief Purchase Officer, Beas Purchase, P.O. Talwara Township, District Hoshiarpur, Punjab. Tender documents may be obtained, free of charge, from India Supply Mission (Ref. No. D/ENQ/2431), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

**ITALY**—Cold rolled steel sheets and coils: $\frac{3}{10}$ mm. to $\frac{12}{10}$ mm. thickness. (SPO and SPD quality), hot rolled steel coils and strips: 0.8, 0.9, 1, 1.2, 1.5 mm. thickness (D quality). Metallurgica Sicula S.p.a. (manufacturer, exporter, importer), Contrada Palazzo/C.P. 145, 98057 Milazzo (Messina). WTD 9/15/67.

● **VIET-NAM**—Pig iron, 20 metric tons haematite cast iron of normal quality, 15 M/T refined haematite cast iron, 10 M/T moulded semi-phosphorous cast iron. Tender No. 2843-08097, bid deadline Oct. 17. Terms and specifications available from Director, Central Purchasing Authority, P.O. Box H-5 Saigon.★ (Telephone: 202-967-4686).

## 342 Cutlery, hand tools, general hardware

**AUSTRALIA**—Light agricultural equipment, garden tools. Direct purchase and agency. Dandy Power Equipment Pty. Ltd. (manufacturer, distributor, importer), 36 Lonsdale St., Dandenong, Victoria 3175. WTD 8/67.

**SWEDEN**—Hardware and allied equipment such as scissors, hand tools, knives. Direct purchase and agency. L. E. Niklason (importer, exporter, wholesaler, sales agent), Arvid Morners vag 17, Bromma. WTD 9/67.

**SWITZERLAND**—Hedge and grass shears, wire filament cutters, garden shears, axes, adzes and hatches, shovels, spades, scoops, telegraph spoons, scrapers, hand operated saws, hose fittings and couplings, garden hand tools, implements. Direct purchase and agency. SA Agricola Ticinese (wholesaler, importer, retailer), Viale Generale Guisan, 6500 Bellinzona, TI. WTD 9/14/67.

## 343 Heating apparatus, plumbing fixtures

**SWITZERLAND**—Oil burners for use in grass drying plants, fans and blowers. Direct purchase and agency. SA Agricola Ticinese (wholesaler, importer, retailer), Viale Generale Guisan, 6500 Bellinzona, TI. WTD 9/14/67.

## 351 Engines, turbines

**AUSTRALIA**—Outboard motors for pleasure boats. Direct purchase and agency. Dandy Power Equipment Pty. Ltd. (manufacturers, distributors, importers), 36 Lonsdale St., Dandenong, Victoria 3175. WTD 8/67.

## 352 Farm machinery

**SWITZERLAND**—Parts and attachments for wheel tractors, planting, seeding and fertilizing machinery, harvesting and haying machinery and parts, farm dairy machines and equipment, crop preparing machines, barn and barnyard equipment. Direct purchase and agency. SA Agricola Ticinese (wholesaler, importer, retailer), Viale Generale Guisan, 6500 Bellinzona, TI. WTD 9/14/67.

**VENEZUELA**—Implements for poultry farms, barnyard equipment, small farm machinery and equipment. Agency and distribution for Venezuela. Requests replies in Spanish. Multi-Piensos, C.A. (importer, distributor), Edificio B, Local 8, Mercado al Mayor de Coche, Caracas. WTD 9/67 .

### 353 Construction, mining, materials handling machinery equipment

**BELGIUM**—Caterpillar material; traxcavators, bull-dozers, graders, mixers (minimum capacity 50 tons per hour), shovels. Van Broekhoven's Algemene Ondernemingen N.V. (construction firm), 172 Vaartstraat, Balen-Neet (Antwerp). WTD 8/67.

Earthmovers, drilling and sawing machines for concrete. Arnauts p.v.b.a., Technisch Bureau (B.T.A.) (agent, distributor, importer), 20 Aarschotstraat, Antwerp. WTD 9/67.

### 354 Metalworking machinery

**SWEDEN**—Metalworking machinery used in shipbuilding; marine engine and ship machinery manufacture. Eriksbergs Mekaniska Verkstads AB (shipbuilder), Fack, Goteborg 8. WTD 9/15/67.

**SWITZERLAND**—Special dies and tools, jigs and fixtures, pneumatic grinders, polishers and sanders, new tools for the metalworking industry. Direct purchase and agency. Industrie-Bedarf AG (agent, distributor, importer), Glattalstrasse 138, 8050 Zuerich. WTD 7/13/67.

● **TRINIDAD**—Prices, catalogs and proposals for machinery and equipment for insulating electrical wire cable, including: plastic extruders; twisting, winding, pay off, take up, and testing machinery; packaging machinery; P.V.C. plastics; and .040/.083 dia. copper and aluminum wire. Mr. B. R. Bahadoorsingh, c/o New Yorker Co. Ltd., P.O. Box 1207, Port of Spain.★ (Telephone: 202-967-2723).

### 355 Special industry machinery

**TRINIDAD, W.I.**—Machinery and equipment for the manufacture, canning, filling and sealing of snack foods such as potato chips, cheese chips, nectar processing, gelatin and pudding processing, cereals. Holiday Foods Ltd. (importers, manufacturers), El Soccorro Road, San Juan, Trinidad, W.I. WTD 9/67.

**VENEZUELA**—Equipment and machinery for printing trade. Direct purchase and agency. Requests replies in Spanish. Representaciones Asociados, C.A. (sales agent, distributor), Edificio Easo, 4° Piso, Letra "A", Avenida Francisco de Miranda, Chacaito, Caracas, or: Apartado 6869, Caracas. WTD 9/67.

● **YUGOSLAVIA**—Complete equipment for the production of emery cloth and paper with a capacity of 5 million square meters per day with two 8-hour shifts. Tender No. VIII/2o-3/VD/LH. No bid deadline has been specified. Masino-Impex, Varsavska 3-5, P.O. Box 822, Zagreb.★ (Telephone: 202-967-5589).

### 356 General industrial machinery

● **IRAN**—Electric furnace for drying 60 KW motors. 750 x 800 x 900 mm. inside dimensions, 20-900°C temperature range, Tender No. 731/46; and 4 heat exchanger sets with accessories for heating centers, Tender No. 48/46. Bid deadline Nov. 4. The Purchasing Dept., Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-967-2723).

**SWITZERLAND**—Small-size automatic production machinery for consumer goods. Direct purchase and agency. Automaten-Anstalt (importer, distributor), Lettstrasse 602 Postfach 34597, 9490 Vaduz Liechtenstein. WTD 9/11/67.

### 358 Service industry machines

**JAPAN**—Automobile air conditioners. Direct purchase and agency. J. Osawa & Co., Ltd. (importer, exporter), Attn: T. Hatanaka, Ass't. Import Manager, Toranomon, Minato-ku, Tokyo. WTD 11/2/66.

**MOROCCO**—Air conditioners fitted for automobile and truck cabins, window type, based on water spray or water evaporation system. Direct purchase and agency. Quotations Casablanca. Societe Stokvis Nord-Afrique (importer, distributor), 42, Boulevard Emile Zola, Casablanca. WTD 9/67.

**SWEDEN**—Equipment and machines for cleaning, maintenance of floors. Direct purchase and agency. L. E. Niklason (importer, exporter, wholesaler, sales agent), Arivd Morners vag 17, Bromma. WTD 9/67.

**SWITZERLAND**—Automatic vending machines of all kinds, new inventions. Direct purchase and agency. Automaten-Anstalt (importer, distributor), Lettstrasse 602 Postfach 34597, 9490 Vaduz, Liechtenstein. WTD 9/11/67.

### 362 Electrical industrial apparatus

● **BURMA**—Welding equipment including: 31,000 feet of 6-12 SWG, mild steel electrodes, 200 feet electric cable, 100 pairs of gloves, 36 pairs of goggles, 42 nozzles, 12 regulators, and 180 feet of piping. Tender No. MEIC/B.Rlys/13(T)-31.E/67.68, bid deadline Oct. 24. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

● **SUDAN**—Two double operator diesel engine driven 20/300 amp. arc welders. Tender No. 3776, bid deadline Nov. 1. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-967-2723).

### 363 Household appliances

**SAUDI ARABIA**—Full range of household appliances such as refrigerators, washing machines, stoves, room air conditioners, electric housewares, fans, and electric or gas ranges. Direct purchase and agency. Drilling Equipment & Chemicals Co. (importer, distributor, sales agent), P.O. Box 132, Dammam, Saudi Arabia. WTD in preparation.

### 367 Electronic components, accessories

**FRANCE**—Electrical and electronic components, parts, accessories, supplies for industrial and special uses such as thermo-couples, condensers, transistors, capacitors, electron tubes, electronic coil winding, precision and subminiature devices. Direct purchase and agency with distributorship and storage services. Societe Commerciale Toulousaine (S.C.T.) (dealers), 15-17 Boulevard Bonrepos; 31-Toulouse, Haute-Garonne. WTD 4/26/67.

Radio and television receiving tubes, electronic, other spare parts and accessories suitable for use in France on radio, television sets. Comptoir du Sud-Ouest (dealer), 86-88 Rue Georges-Bonnac; 33- Bordeaux, Gironde. WTD 9/67.

**SWEDEN**—Electronic, electrical components. Direct purchase and agency. Svenska Telekonbolaget (wholesaler, sales agent, importer), Nordmarksvagan 40, Farsta. WTD 9/67.

### 369 Electrical machinery, equipment, supplies

● **GREECE**—The bid deadline for the supply of 10 radiographic X-ray units of 500 MA-125KV has been set for Nov. 27 (see INTERNATIONAL COMMERCE, Oct. 2, p. 32). Tender No. 29/67. Estimated value: $250,000. Institute of Social Insurance (IKA), Supply Dept., 8 Aghiou St., Athens.★ (Telephone: 202-967-2939).

**VENEZUELA**—Electro-diagnostic and electro-therapeutic medical apparatus. Direct purchase and agency for entire Venezuela. Requests replies in Spanish. Equilab, C.A. (importer, sales agent), Edificio Avilanes, Local 5, Avilanes a Rio, Caracas, or: Apartado 4497, Chacao, Caracas. WTD 9/67.

### 371 Motor vehicles, motor vehicle equipment

**NETHERLANDS**—Parts, accessories, tools for European automobiles. Direct purchase and agency. Hartomex N.V. (importer, exporter, wholesaler, agent), 50 Baan, Rotterdam. WTD 9/67.

### 372 Aircraft, parts

**COLOMBIA**—Airplanes, spare parts for same. Fumigacion Aerea del Huila Ltda., Fahuila (fumigating services), Aeropuerto La Manguita, Neiva. WTD 9/12/67.

### 381 Engineering laboratory, scientific, research instruments

**AUSTRALIA**—Navigational instruments for pleasure boats. Direct purchase and agency. Dandy Power Equipment Pty. Ltd. (manufacturer, distributor, importer), 36 Lonsdale St., Dandenong, Victoria 3175. WTD 8/67.

**HONG KONG**—Type 880 digital flight simulator with fuselage motion, capable of operating two types of cockpit consecutively. Arnhold & Co., Ltd. (importer, agent, contractor, engineering services), P.O. Box 90, Hong Kong. Cable: HARCHI. WTD 12/20/66.

**VENEZUELA**—Electrical and electronic instruments and apparatus for engineering, industry and sciences, especially physics, biology, chemistry. Direct purchase and agency for entire Venezuela. Requests replies in Spanish. Equilab, C.A. (importer, sales agent), Edificio Avilanes, Local 5, Avilanes a Rio, Caracas, or: Apartado 4497, Chacao, Caracas. WTD 9/67.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**SWEDEN**—Controls, automatic devices and miniature electronics for applications within the fields of heating, air-conditioning, communication industries. Billman-Regulator AB (importer, exporter, manufacturer, sales agent), Fack, Huddinge. WTD 9/1/67.

### 384 Surgical, medical, dental instruments

**MOROCCO**—Ophthalmic instruments and apparatus, surgical instruments and apparatus, dental equipment and supplies, O.R.L. instruments and apparatus (otology, rhinology, laryngology). Direct purchase and agency. Quotations Casablanca. Consulate General of the United States, 1 Place de la Fraternite, Casablanca.

### 387 Watches, clocks, parts

**MOROCCO**—Clocks, payroll and job time recording and other special types of clocks. Direct purchase and agency. Quotations Casablanca. Consulate General of the United States, 1 Place de la Fraternite, Casablanca.

### 399 Manufacturing industries

**AUSTRALIA**—Barber shop accessories, particularly hair vacuum and head massage machines. Direct purchase and agency. Damianos Continental Hairdressers (retailer), L10 Monaro Mall, Canberra, A.C.T. WTD 9/67.

### 541 Grocery stores

**SWITZERLAND**—Consumer goods for supermarkets, non-food, novelties, gadgets, hardware. Direct purchase and agency. SA Agricola Ticinese (wholesaler, importer, retailer), Viale Generale Guisan, 6500 Bellinzona, TI. WTD 9/14/67.

## Greece issues tender on communication needs

The Greek Ministry of National Defence, General Naval Staff, has issued Tender No. 51482/67, for the supply of 12 communications receivers.

Bid deadline is Oct. 11.

Bid should offer receivers with a frequency range from 70 KHZ to 30 MHZ and be able to receive telegraphy (CW & MCW), Telephony (AM) and SSB with selection of upper and lower sidebands. The receiver must be easily adaptable for receiving FSK, and operate on A.C. 110-220 volts 50-60 cps as well as D.C. (6, 12, or 24 volt batteries).

Copies of the tender announcement and specifications are available from the Ministry of National Defence (G.H.N.S.), 2 Paparigopoulou St., Athens, Greece, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

## South Africa to erect coking coal plant

The Assistant General Manager (Mining and Supply), South African Iron and Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria, Transvaal (Attn: Contracts Section) has issued Tender No. P882 for a complete plant for the drying, handling and charging of coking coal on a turnkey basis, including the payment of all freight, insurance, import and customs duties, forwarding charges or any expense whatever.

Bid deadline is Nov. 27.

A copy of the notice is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5589. Copies of the tender also are available from the South African Iron and Steel Industrial Corp. at the above address for $70.

## Sales Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 221 Broad woven fabric mills, cotton

**SOUTH AFRICA**—Cotton print cloth yarn fabrics, for manufacture of women's dresses. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, C.P. WTD 4/67.

Tickings, made in weaving mills. J. D. Marsden & Co. (manufacturers' agent), P.O. Box 399, Cape Town, C.P. WTD 9/13/67.

### 222 Broad woven fabric mills, manmade fiber, silk

**SOUTH AFRICA**—Fabrics of nylon, manmade fiber and silk for manufacture of women's and misses' outerwear, underwear and sleepwear; elastic fabrics for swimwear; upholstery fabrics. J. D. Marsden & Co. (manufacturers' agent), P.O. Box 399, Cape Town, C.P. WTD 9/13/67.

**SWEDEN**—Shirting fabrics. Willing to visit U.S. in connection with this. Peter Sonnlechner & Son, Box 12163, Stockholm 12. WTD 8/67.

### 223 Broad woven fabric mills, wool

**SOUTH AFRICA**—Fabrics of wool, mohair, similar fibers for manufacture of women's, misses' outerwear; upholstery fabrics. J. D. Marsden & Co. (manufacturers' agent), P.O. Box 399, Cape Town, C.P. WTD 9/13/67.

### 224 Narrow fabrics, other smallwares mills

**SOUTH AFRICA**—Trimmings of nylon, nylon/acetate, other manmade fibers, for women's blouses, underwear, foundation garments, children's blouses; of cotton, wool, mixtures and synthetic fibers for curtains, upholstered furniture. J. D. Marsden & Co. (manufacturers' agent), P.O. Box 399, Cape Town, C.P. WTD 9/13/67.

### 227 Floor covering mills

**SOUTH AFRICA**—Floor coverings, rugs, carpets. J. D. Marsden & Co. (manufacturers' agent), P.O. Box 399, Cape Town, C.P. WTD 9/13/67.

### 229 Textile goods

**NETHERLANDS**—Nylon rope, twine, cordage for pleasure craft. Exclusive representation for W. Europe, possibly Indonesia, other areas. N.V. Borsumij Whery (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

**SOUTH AFRICA**—Resin (plastic) coated cloth for tablecloths, 56" widths, with and without cloth backing. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 4/67.

Latex-laminated upholstery fabrics; artificial leather fabrics. J. D. Marsden & Co. (manufacturers' agent), P.O. Box 399, Cape Town, C.P. WTD 9/13/67.

Lace goods: stretch lace, edgings, allovers, flouncings, galloons and insertions of nylon, nylon/acetate, other synthetic fibers, for women's blouses, underwear, foundation garments, children's blouses. J. D. Marsden & Co. (manufacturers' agent), P.O. Box 399, Cape Town, C.P. WTD 9/13/67.

### 251 Household furniture

**NETHERLANDS**—Folding boat furniture. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 273 Books

**ECUADOR**—Books of all types, especially those in Spanish. Requests replies in Spanish. Distribuidora Latinoamericana Cia. Ltda. (publishers' agent), Calle Santa Prisca 310, Primer Piso, P.O. Box 260-A, Quito. WTD 9/67.

### 281 Industrial chemicals

**HONG KONG**—Aviation anti-knock compound, containing tetraethyl lead, type TEL-B. Arnhold & Co., Ltd. (importer, agent, contractor, engineering services), P.O. Box 90. Cable: HARCHI. WTD 12/20/66.

### 283 Drugs

**DENMARK**—New inventions within the line of pharmaceutical specialties developed by manufacturers in own research laboratories; all kinds. Ringsted & Semler A/S (importer, wholesaler, agent), 13 Norre Farimagsgade, Copenhagen K. Cable: CHEMICALS Copenhagen. WTD 9/67.

**IRELAND**—Pharmaceutical and veterinary preparations. Boileau & Boyd Ltd. (manufacturer), 91-93 Bride St., Dublin 8. WTD 9/67.

### 284 Soap, detergent, cleaning preparations, perfumes, cosmetics

**IRELAND**—Cosmetic preparations. Boileau & Boyd Ltd. (manufacturer), 91-93 Bride St., Dublin 8. WTD 9/67.

### 285 Paints, varnishes, lacquers, enamels, allied products

**NETHERLANDS**—Special marine paints, stains, varnishes and removers, special coatings. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

**VENEZUELA**—Aerosol spray paints. Sales agency for entire Venezuela. George H. Gold—Representaciones (sales agent), Edificio Residencia Hilton N° 503, Avenida El Casquillo, Colinas de Bello Monte, Caracas. WTD 6/13/66.

### 336 Nonferrous foundries

**NETHERLANDS**—Boat propellers and fittings. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 339 Primary metal industries

**NETHERLANDS**—Anchors, anchor controls. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 342 Cutlery, handtools, general hardware

**NETHERLANDS**—Pullers and blocks, sportboat hardware for interior and exterior use, plumbing fittings and fixtures for boats. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 344 Fabricated structural metal products

**NETHERLANDS**—Buoys and markers. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 349 Fabricated metal products

**NETHERLANDS**—Rail-bows, pulpit, safety and stanchions for pleasure craft. Exclusive representation for W. Europe, possibly Indonesia, other areas. N.V. Borsumij Wehry (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 354 Metalworking machinery

**NETHERLANDS**—Small type machinery for polishing and grinding processes with accessories therefor. Machines must be of new design with unique properties. Agency or exclusive representation. Danpoort I, N.V. (importer, exporter), P.O. Box 1309, Rotterdam. WTD 9/67.

### 355 Special industry machinery

**NETHERLANDS**—Small woodworking machinery and tools of new design with unique properties. Agency or exclusive representation. Danpoort I, N.V. (importer, exporter), P.O. Box 1309, Rotterdam. WTD 9/67.

### 356 General industrial machinery

**NETHERLANDS**—Bilge and water pumps for pleasure craft. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 357 Office, computing, accounting machines

**SWEDEN**—Change-making machines. AB Introducta (sales agent, importer), Ostermalmsgatan 21, Stockholm. WTD 8/67.

### 358 Service industry machines

**SWEDEN**—Commercial laundry and drycleaning equipment, coin-operated. AB Introducta (sales agent, importer), Ostermalmsgatan 21, Stockholm. WTD 8/67.

### 364 Electric lighting, wiring equipment

**NETHERLANDS**—Lights and searchlights for pleasure craft. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Whery N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 366 Communication equipment

**NETHERLANDS**—Marine horns and sirens. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 373 Ship building, repairing

**NETHERLANDS**—Boat carriers and trailers, boat rigging and fittings, inboard and outboard motors and accessories including jet type. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 379 Transportation equipment

**NETHERLANDS**—Boat carriers, trailers. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 384 Surgical, medical, dental instruments, safety devices

**NETHERLANDS**—Life preserving equipment, survival and first-aid kits. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

### 399 Manufacturing industries

**NETHERLANDS**—Nautical gift items such as navigational instruments, accessories. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

## Leads for Importers

*Commodities are offered direct unless specified*

### 209 Food preparations

**NIGERIA**—Copra (dried coconut meat). Nigeria Century Trading Co. Ltd. (exporters), 9 Abule-Nla Road, Ebute-Metta, P.O. Box 3538, Lagos. WTD 2/67.

### 229 Textile goods

**MOROCCO**—Raw wool, scoured and unbleached for use in carpet, rug spinning and weaving mills. Quotations available upon request. Requests replies in French. Societe Anonyme des Anciens Ets. Buisson (exporter), 57, Rue du Pas-de-Calais, Casablanca. WTD 9/67.

### 283 Drugs

**COLOMBIA**—Pharmaceutical preparations for human use. Direct sale and agency. Laboratorios Mendel Ltda. (manufacturer, exporter, wholesaler), Apartado Aereo (Air Mail P.O. Box) 1354, Barranquilla. WTD 9/67.

**FRANCE**—Pharmaceutical preparations and patented medicinal specialties of new types such as "Flavan" tablets (treatment for ulcers, phlebitis, varicose veins, etc.); "Cyranol" (inflammation of sinus); "Cyranol-Collutoire" (treatment against inflammation of larynx, etc.). Booklets in French covering products under reference available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Laboratoires Gueyne (manufacturer, exporter), Zone Industrielle de Cenon; 33- Artigues, Gironde. WTD 9/67.

### 399 Manufacturing industries

**FRANCE**—Hair-pieces (hand-made to order, or in stock-sizes), such as wigs (de luxe and standard types), Swiss gauze foundation and net caul, available in various shades; gauze wiglets (for ladies); toupees (for men), and related lines made from first quality French cut-hair. Wholesale exportation, preferably direct to importers. Dobin & Fils (manufacturers, wholesalers, exporters), 1-3 Rue des Ayres, Bordeaux, 33- Gironde. WTD 9/67.

### 505 Farm products, raw materials

**BRAZIL**—Forest extractive products such as rubber, hides, and oil bearing vegetables, nuts. Requests replies in Portuguese. Paulo Cela & Cia (exporter), Avenida Florano Peixoto 172, Manaus, Amazonas. WTD in preparation.

**NIGERIA**—Ginger and coffee beans (Robusta coffee). Nigeria Century Trading Co. Ltd. (exporters), 9 Abule-Nla Road, Ebute-Metta, P.O. Box 3538, Lagos. WTD 2/67.

Cow bones. Nigeria Century Trading Co. Ltd. (exporters), 9 Abule-Nla Road, Ebute-Metta, P.O. Box 3538, Lagos. WTD 2/67.

## South Africa seeks supply of cranes

The Assistant General Manager (Mining and Supply), South African Iron and Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria, Transvaal, has issued Tender No. V140 for the design, manufacture, painting, supply, delivery, and forwarding to site, offloading, handling, erection, testing, and maintenance of:

One 25/15 ton, 93'4" span, class 4, cabin controlled, electric overhead traveling, soaking pit crane; and, two 30/15 tons, 100'0" span, class 4, cabin controlled, electric overhead traveling, soaking pit cranes.

Bid deadline is Oct. 25.

A copy of the notice is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO7-5589. Copies of the tender also are available for $70 from the South African Iron and Steel Industrial Corp. at the above address.

## Burma needs paper, printing and photographic materials

The Myanma Export Import Corp. has issued tender No. MEIC/8-T(1)67-68 for the supplying of newsprint (glazed and unglazed), poster paper, manifold paper, glassine paper, waste newspaper, cellophane paper, strawboard, crepe paper, match paper and box paper, letter press inks and offset inks in assorted colors; projector carbons, photographic film, plates and sensitized photographic paper.

The requirements for cellophane, newsprint, letter press inks, offset inks, photographic film and photographic paper are substantial.

Bid deadline is Oct. 24. Bids may be placed on separate requirements.

Copies of the tender announcement, specifications and conditions are available from the Forest Products Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

## Argentina invites bids on transformer station

Argentina's Provincial Energy Enterprise of Cordoba, a government-owned public utility company, is calling for bids for the construction of a transformer station to be located at Villa Maria, Province of Cordoba, Argentina. The official budget estimate for this project is 635,230,987 Argentine pesos (approximately $1,814,945). The Inter-American Development Bank is financing the project.

Bid deadline is Oct. 31.

Copies of conditions and technical specifications can be obtained for 18,000 Argentine pesos ($51.43) from Empresa Provincial de Energia de Cordoba, Avenida General Paz 374, Cordoba, Province of Cordoba, Argentina. Correspondence is preferred in Spanish.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**AUSTRALIA**—T. J. Goldsworthy, TJG Engineering Pty. Ltd., 20-24 Ferry St., West End, Brisbane, Queensland, **interested in visiting companies which manufacture and/or use gas flow regulator valves to discuss conversion to natural gas in Brisbane and possible licensing or joint venture arrangement.** Oct. 27 via San Francisco for six days. c/o Mayflower Hotel, 535 S. Grand Ave., Los Angeles, Calif. Itinerary: San Francisco, Los Angeles. WTD 8/67.

**AUSTRALIA**—M. R. Middleton, Managing Director, Mermax Pty. Ltd., 15 Bridge St., Epping, N.S.W., **interested in locating sources of supply for automotive accessories not including spare parts, and in marketing chamois leather, sheepskin car seat covers, wool mitts and dusters, lambswool floor rugs, kangaroo leather.** Oct. 21 via San Francisco for six weeks. Itinerary: San Francisco c/o Canterbury Hotel, Los Angeles c/o Ambassador Hotel, Chicago c/o Executive House, New York c/o Abbey Victoria Hotel. WTD 7/67.

**BRAZIL**—Floriano Cortese de Godoy, Superintendent, Tecfril Industria e Comercio S.A., Rua Corrientes 130, Sao Paulo, **interested in negotiating a licensing agreement for local production of freeze-drying equipment using liophilization process.** Oct. 17 via Chicago for two weeks. c/o Carlos L. de Mola, Frick Co., West Main St., Waynesboro, Pa. 17268. Itinerary: Chicago; Waynesboro, LaCrosse, Wisc., others as required. WTD 7/67.

**CEYLON**—Chula de Zoysa, Associated Electrical Corp. Ltd., 185 Union Place, Colombo, **interested in purchase of rice, and the manufacture of refrigerators, deep freezers, ice cream conservators, and requesting technical information.** Oct. 15 via New York for approximately one month. c/o Mr. Shirley Amerasinghe, Ceylon Mission to the United States, 630 3rd Ave., New York, N.Y. 10017. Itinerary: Detroit, Chicago, San Francisco. WTD 8/66.

**ENGLAND**—J. S. Huntley, Sales Manager, Cray Valley Products Ltd., St. Mary Cray, Kent, **interested in discussing with American manufacturers possibility of sales or licensing arrangements in U.K. for synthetic resins for surface coatings.** Oct. 15 via New York for three weeks. c/o Dr. H. Wittcoff, General Mills Inc. Central Research Laboratories, 2010 E. Hennepin Ave., Minneapolis, Minn. Itinerary: New York; Chicago; Boston; Minneapolis; Charlotte, N.C. WTD 9/19/67.

**ISRAEL**—Col. A. Yoffe, Manager, Avirom Airline Ltd. (Information) Israel, 1 Yasur St., Naveh Rom, Ramat Hasharon, **interested in aviation services such as increasing rainfall, aerial survey and photography, gravi-**

## U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**ALBUQUERQUE, N. MEX.,** 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

**ANCHORAGE, ALASKA,** 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

**ATLANTA, GA.,** 30303, 4th Floor, Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

**BALTIMORE, MD.,** 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

**BIRMINGHAM, ALA.,** 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

**BOSTON, MASS.,** 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

**BUFFALO, N.Y.,** 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

**CHARLESTON, S.C.,** 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

**CHARLESTON, W.VA.,** 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

**CHEYENNE, WYO.,** 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

**CHICAGO, ILL.,** 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

**CINCINNATI, OHIO,** 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

**CLEVELAND, OHIO,** 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

**DALLAS, TEX.,** 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

**DENVER, COLO.,** 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

**DES MOINES, IOWA,** 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

**DETROIT, MICH.,** 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

**GREENSBORO, N.C.,** 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

**HARTFORD, CONN.,** 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

**HONOLULU, HAWAII,** 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

**HOUSTON, TEX.,** 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

**JACKSONVILLE, FLA.,** 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

**KANSAS CITY, MO.,** 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

**LOS ANGELES, CALIF.,** 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

**MEMPHIS, TENN.,** 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

**MIAMI, FLA.,** 33130 Rm. 821, City National Bank Bldg., 25 W. Flager St. Area Code 305 Tel. 350-5267.

**MILWAUKEE, WIS.,** 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

**MINNEAPOLIS, MINN.,** 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

**NEW ORLEANS, LA.,** 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

**NEW YORK, N.Y.,** 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

**PHILADELPHIA, PA.,** 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

**PHOENIX, ARIZ.,** 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

**PITTSBURGH, PA.,** 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

**PORTLAND, OREG.,** 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

**RENO, NEV.,** 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

**RICHMOND, VA.,** 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

**ST. LOUIS, MO.,** 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

**SALT LAKE CITY, UTAH,** 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

**SAN FRANCISCO, CALIF.,** 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

**SAN JUAN, P.R.,** 00902, Room 100, Post Office Bldg. Phone 723-4640.

**SAVANNAH, GA.,** 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

**SEATTLE, WASH.,** 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

**tation, mapping, air taxi, and in obtaining agencies from air companies and aircraft and helicopter manufacturers.** Oct. 12 via New York for approximately one week. c/o Cessna Aircraft, Wichita, Kansas. Itinerary: New York, Wichita. WTD in preparation.

**JAPAN**—Japan Plastics U.S.A. Study Team, led by Tokunosuke Matsumura and members of the Association of Plastics Molders of Japan, Fuji Bldg., 2 Ginza Higashi 1-chome, Chuo-ku, Tokyo, **interested in visiting plastics injection molding plants.** Oct. 10 via New York for ten days. c/o C. Itoh & Co., Inc. in cities to be visited. Itinerary: New York, Chicago, Los Angeles.

**KOREA**—A 12-man group of Korean manufacturers and trading firms, headed by Sanghoon Ha, director, Business Dept., Korea Trade Promotion Corp. (KOTRA), Seoul, is touring the United States to promote Korean exports. Various members will participate in the following trade shows: 10/9-11 National Hair Fashion Show, Statler Hilton Hotel, New York, wigs and eyelashes; 10/8-12 Fall Variety Merchandise Fair, New York Trade Show Bldg., New York, merchandise for dime stores; 10/8-11 National Shoe Fair of America, Conrad Hilton Hotel, Chicago, shoes; 10/29-1 Sports Outerwear & Slacks Supplier's Exhibit, Sheraton Atlantic Hotel, New York, fabrics; 10/23-25 special commodity show sponsored by KOTRA, Korea Trade Center, Chicago; 10/29-31 special commodity show sponsored by KOTRA, Korea Trade Center, Los Angeles.

**NORTHERN IRELAND**—Samuel Nelson, Chairman of Linen Merchants Association, Frank Laverty, Irish Linen Mills Ltd., Mayo St., Belfast, and 15 linen merchants and manufacturers, **interested in exporting linen either printed or plain for printing in U.S. for furnishing market.** Oct. 1 via New York for three weeks. c/o Prince George Hotel, 14 E. 28th St., New York, N.Y. Itinerary: New York, Chicago.

**SWEDEN**—Tage Boman, President, and Wilhelm Andren, Technical Director, Ingeniorsfirman G. A. Lindberg & Co. AB, Sturegatan 46, Stockholm, **interested in importing industrial commodities which fit into present sales program of products for engineering, pulp and paper, steel and shipbuilding industries, particularly screws, fasteners, packings and industrial oils.** Oct. 15 via New York for one month. c/o Hotel Roosevelt, New York 17, N.Y. and Dept. of Commerce field offices en route. Itinerary: New York, Philadelphia, Cincinnati, Chicago, Milwaukee, Seattle. WTD 9/19/65 under revision.

**SWEDEN**—Fritz Toellner, Vice President Overseas Marketing Promotion, Jack Midhage AB, Laholm, **interested in contacts with U.S. distributors of cutting tools.** Oct. 10 via New York for eight weeks. c/o Clients Mail Dept., American Express Co., 20 S. Michigan Ave., Chicago, Ill. Itinerary: To be arranged after arrival, will travel as required. WTD 9/22/67.

**SWEDEN**—Erik Rockstrom, Frontal Fonster och Fasadelement AB, Edsbruk, **interested in establishing contacts with large U.S. manufacturers of window and sheet cladding of aluminum to discuss licensing arrangement.** Oct. 9 via New York for three weeks. c/o Swedish Chamber of Commerce, New York, N.Y. Itinerary: New York, Chicago. WTD in preparation.

**SWITZERLAND**—H. Hoesli and H. Gfeller, Luwa AG, Anemonenstrasse 40, 8047 Zurich, **interested in exchange of know-how in field of air conditioning for industrial application and sheet metal work, and requesting technical information on manufacture and management methods.** Oct. 10 via Charlotte, N.C. for three weeks. Itinerary: Charlotte, Chicago, Buffalo, Cincinnati, Akron, N.Y. WTD 9/1/66.

**VENEZUELA**—Jose Francisco Rivero, Quinta Virvalle, Avenida Principal Santa Marta, Chuao, Caracas, **interested in purchasing equipment for a flash freeze plant and a meat canning plant, and serviceable used double-decker buses.** Oct. 1 via New York for 18 days. c/o Taft Hotel or Park Sheraton Hotel, New York, N.Y. Itinerary: New York, other cities as needed. WTD in preparation.

## Future Construction

*For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.*

**MALAGASY REPUBLIC**—The World Bank has approved a loan equivalent to $4.8 million to the Malagasy Republic to help finance the relocation and expansion of three secondary technical institutes and two teacher-training institutes in Tananarive.

The project being financed consists of the construction and equipping of academic buildings for the five institutes on a new 36-acre campus together with communal facilities including buildings for administration, assembly, dining and housing. Construction is scheduled for completion by the end of 1972 at a total estimated cost equivalent to $7.5 million. Most of the Bank loan of $4.8 million will be used to cover the foreign exchange requirements. The Malagasy Government will provide the remaining funds needed.

The award of construction contracts and the procurement of equipment will be on the basis of international competitive bidding.

A special project unit will be established to supervise execution of the project, headed by an experienced architect or engineer.

**THAILAND**—Time Engineering and Construction Co. has begun construction of a **new shopping center** in one of the busiest and most prestigious areas of Bangkok—across from the Rajprasong Shopping Center and near the Patunam market. The 3½-acre site, which is owned by the Department of Religious Affairs, Ministry of Education, and leased to Time Engineering and Construction Co. for ten years, will contain 118 shops, separated into nine blocks.

According to the construction schedule, the first two blocks of four-story buildings are to be completed in about three months. Six additional blocks of three-story buildings are to be finished by mid-1968. These eight blocks will be leased for shops, restaurants, bars, nightclubs, bank offices, travel agencies, airline offices, etc.

The final stage of construction will include a modern, seven-story **office building,** six access roads, 10 meters wide, and a bridge spanning a canal to link the center with another main street—New Petchburi Road.

Time Engineering and Construction Co. expects their investment in this project to total $2.1 million. The shopping center is scheduled to open by the end of 1969.

U.S. companies wishing to sell equipment or supplies for this project or wishing to lease office space should **write:** Mr. Stanley Lee, Managing Director, Time Engineering and Construction Co., Ltd., 2nd Floor, 687-687/1 Burapha Palace, Bangkok, Thailand.

**TURKEY**—The Turkish Airports Construction Dept. (HATIR), Ataturk Bulvari 140, Kavaklidere, Ankara, has announced plans for **expansion and modernization of Yesilkoy Airport, Istanbul's major air terminal.**

The $30 million expansion project is included for Turkey's Second Five Year Plan beginning in 1968, and provides for a new concrete runway capable of handling supersonic transports, a new terminal building, new access roadways, hangars, and associated equipment.

Electronic signaling and lighting equipment is to be procured from foreign countries and will cost approximately $3.5 million. Invitations to bid are expected in 1968.

## New Trade Lists

*The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the Untied States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated September.*

American Firms, Subsidiaries and Affiliates—Finland.

Canneries and Frozen Foods—Producers and Exporters—Thailand.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Australia.

Machinery, Equipment and Supplies, Electrical—Importers and Distributors—Republic of China (Taiwan).

Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnaces—Importers and Dealers—Hong Kong.

Meat Packing, Sausage and Casings—The Netherlands.

Office Supplies and Equipment—Paper and Stationery Importers and Dealers—France.

Seeds and Bulbs Importers, Dealers and Exporters—Spain.

# New Books and Reports

## GATT releases new titles

Several new publications have been issued by the GATT International Trade Center:

*Manufacturing and Trading Associations in 28 Countries.* This listing of addresses, with headings in English, French and Spanish, is divided by country into the following categories: leading Chambers of Commerce; manufacturing or trading associations; and product research or promotion organizations.

*Manual on Export Marketing Research for Developing Countries.* This guide attempts to define the differences between marketing research in the developed countries and in the developing ones.

*Symposium on Training in Export Promotion.* The Symposium met to discuss training facilities in export promotion offered by developed countries to trade officials from developing countries.

*Compendium of Sources of International Trade Statistics.* An analytical compilation of foreign trade statistics published by international agencies and national governments.

*Compendium of Sources of Basic Commodity Statistics.* An analytical compilation of basic sources of production, consumption and trade statistics, of prices and market trends of primary commodities.

*A Bibliography of Market Surveys by Products and Countries.* A trilingual (English, French, Spanish) directory that informs trade promotion agencies and traders, especially in the developing countries, of what surveys are available already, so that they will not undertake costly duplicate research.

For further information, **write:** The Information and Library Services, GATT Secretariat, Villa Le Bocage, Palais des Nations, 1211 Geneva 10, Switzerland; or International Documents Service, Columbia University Press, New York, N.Y. 10027.

### *Overseas Business Reports*, U.S. Department of Commerce, Washington, D.C., 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.

**Basic Data on the Economy of France.** OBR 67-56. This report covers geography, population, government, structure of the economy, agriculture, manufacturing, transportation and communications, labor forces, banking, investment, balance of payments, foreign trade.

**Basic Data on the Economy of Italy.** OBR 67-57. Information on Italy in the same categories listed above for France is included in this report.

**Trade of the U.S. with Communist Areas in Eastern Europe and Asia, 1964-66.** OBR 67-58. This report consists of statistical tables of U.S. exports and imports listed by commodity and by the following individual countries: Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, U.S.S.R., Estonia, Latvia, Lithuania, Communist China and Outer Mongolia.

**Establishing a Business in Italy.** OBR 67-59. Information on: the investment climate, legislation governing investment, business organization, industrial property protection, employment, taxation, availability of capital, basic economic facilities, and investment information services is provided for the assistance of American citizens contemplating establishing a business in Italy.

**Write:** any Dept. of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

### *Financial Statistics of Joint Stock Companies in India: 1950-51—1962-63.* Published by G. S. Murti, Bombay, India. 1967. 195pp. $2.50 postpaid.

Although more recent information is available on a number of the areas covered, this statistical study brings together in one volume financial information on joint stock companies which was previously available only from various Reserve Bank of India publications.

For both public limited and private limited companies in India, the book covers the following areas by selected industries: assets and liabilities, capital formation, sources of finance, income, expenditure, appropriation accounts, and profits and profitability.

Other sections deal with branches of foreign companies and foreign controlled rupee companies, financial and investment companies and statutory financial corporations, and government companies.

**Write:** G. S. Murti, Deputy Director of Statistics for the Reserve Bank of India, Bombay, India.

### *British Commonwealth and International Trades Index, 1966-67.* Published by Business Dictionaries, Ltd., London. 1967. 888pp. $15.

A classified trade list of manufacturers, producers and distributors, this volume includes the countries of the United Nations, emphasizing those of the British Commonwealth.

The cable and postal addresses and telephone number are given for each business firm listed. Firm names are indexed both alphabetically and by classification.

**Write:** International Publications Service, 303 Park Ave. So., New York, N.Y. 10010.

### *American-Philippine Yearbook 1967.* Edited by J. C. Borja. Published by the American Chamber of Commerce of the Philippines. Manila. 374 pp. $10.

Third in a series issued biennially, revised format and contents include an annual directory and guide to Philippine-American and American-Philippine trade, commerce and industry, with a chapter on Doing Business in the Philippines.

Price includes a 12-month subscription to the ACCP's *The Journal* monthly business magazine.

**Write:** The American Chamber of Commerce of the Philippines, P.O. Box 1836, Manila, Philippines.

## Marketing course offered

Modern marketing worldwide is one of the topics covered in a course, "Principles and Practices of Marketing Communications," offered in book form by Market Planning Corp., an affiliate of the Interpublic Group.

The course, which is conducted by Interpublic for new employees, has been published in a 1,100 page volume. A programmed question and answer workbook are included in the book, which is the work of several dozen contributors and is edited by Alton Ketchum of Interpublic. The course attempts to cover the origin, growth, significance and future of marketing communications. The price is $100.

For further information, **write:** Market Planning Corp., 1271 Avenue of the Americas, New York, N.Y. 10020.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—301-955/13

# **Calendar** *for international traders*

**ALBANY, N.Y.—Oct. 18**—World Trade Council monthly meeting, Jamaica Inn in Latham, 12 noon.

**BALTIMORE—Oct. 19**—Int'l Trade Conference, Sheraton-Belvedere Hotel, registration starts at 8:45 a.m. Sponsors: Md. Port Authority, REEC.

**BOSTON—Oct. 17**—Businessmen's Consultation, **James F. Amory, Commercial Officer, Frankfurt,** Commerce Field Office, Room 510, JFK Federal Bldg. Sponsor: Commerce Field Office.

**BROOKLYN—Oct. 17**—First lecture in eight-week course on International Business Marketing-Management, Long Island Univ. Sponsors: Commerce Field Office, REEC.

**BROOKLYN—Oct. 19**—First lecture in eight-week course on Documentation, Long Island Univ. Sponsors: Commerce Field Office, REEC.

**CEDAR RAPIDS, Ia.—Oct. 17**—Foreign Trade Bureau meeting, 7 p.m., Roosevelt Hotel. Speaker: U.S. Representative John C. Culver, member House Committee on Foreign Affairs. Sponsor: Foreign Trade Bureau, Chamber of Commerce.

**CHICAGO—Oct. 17**—In-Office Meeting. Sponsor: Commerce Field Office.

**CHICAGO—Oct. 18**—Chicago Midwest Credit Management Assn., LaSalle Hotel.

**CHICAGO—Oct. 19**—Speech by Dr. Alberto Lleras Camargo, former president of Colombia, "Latin America: A Hopeless World," Pick-Congress Hotel, 12 noon. Sponsors: Int'l Trade Club, Chicago Council on Foreign Relations.

**DES MOINES, Ia.—Oct. 18**—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel/to Bern.** Sponsor: Commerce Field Office.

**DES MOINES, Ia.—Oct. 18**—In-Office Workshop for New Exporters, Federal Office Bldg., 3 p.m. Sponsors: REEC, Commerce Field Office.

**DETROIT—Oct. 20**—Businessmen's Consultation, **Cornelis J. Goinga, Commercial Attache, Kuala Lumpur.** Sponsor: Commerce Field Office.

**HONOLULU—Oct. 18**—Export Workshop, 1022 Bethel St., 10 a.m. Sponsor: Commerce Field Office.

**LOS ANGELES—Oct. 23**—"Today's Export Manager in the Electronics Industry," Century Plaza Hotel, 2 p.m. Sponsor: Electronic Industries Assn.

**MEMPHIS—Oct. 17**—Port of New Orleans night, Memphis World Trade Club, Sheraton Motor Inn.

**MEMPHIS—Oct. 18**—Export Conference on Australia, Sheraton-Peabody Hotel. Speaker: **Mrs. Deane M. Black, BIC, Dept. of Commerce.** Sponsors: Commerce Field Office, REEC, Mid-South Exporters' Roundtable.

**MIAMI—Oct. 18**—Miami-Dade County Chamber of Commerce monthly meeting. Speaker: **Allen H. Garland, director, Trade & Commercial Policy Div., BIC, Dept. of Commerce.** Topic: Kennedy Round. Sponsors: Int'l Affairs Council, Greater Miami Manufacturers Council.

**MIAMI—Oct. 19**—So. Florida REEC monthly meeting, Airport Roof Restaurant, 12 noon. Speaker: **Allen H. Garland, Dept. of Commerce.**

**MINNEAPOLIS—Oct. 16**—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel/to Bern.** Sponsor: Commerce Field Office.

**NASHVILLE—Oct. 19**—Export Conference on Australia, Ramada Inn. Speaker: **Mrs. Deane M. Black, BIC, Dept. of Commerce.** Sponsors: Middle Tenn. Exporters' Roundtable, REEC, Commerce Field Office.

**NEW ORLEANS—Oct. 17-18**—Bulk Packaging & Containerization Institute open fall meeting, Sheraton-Palace Hotel. Theme: What Can Containerization Do For the South?

**NEW YORK—Oct. 16-17**—Businessmen's Consultation, **Theodore J. Hadraba, Commercial Counselor, Rome.** Sponsor: Commerce Field Office.

**NEW YORK—Oct. 17**—Int'l Executives Assn. luncheon, Hotel Statler Hilton, 11:45 a.m. Speaker: Kei C. Yamato, Copley Int'l Corp.

**NEW YORK—Oct. 17-18**—Businessmen's Consultation, **Harald Flaata, Economic Officer, Oslo.** Sponsor: Commerce Field Office.

**NEW YORK—Oct. 19**—FCIB Drug, Chemical and Food Export Club meeting, Advertising Club, 12:15 p.m.

**NEW YORK—Oct. 23-24**—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel/to Bern.** Sponsor: Commerce Field Office.

**NEWARK, Del.—Oct. 19**—Fourth Annual Transportation Conference, 8:45 a.m., University of Delaware. Sponsors: Associated Traffic Clubs of Philadelphia and Wilmington; Chamber of Commerce; Delta Nu Alpha Transportation Fraternity.

**NO. WINDHAM, Me.—Oct. 14-15**—Seminar on German Affairs, St. Joseph's College. Sponsors: Maine World Trade Council; German Consulate General, Boston.

**NO. WINDHAM, Me.—Oct. 16**—Maine World Trade Council annual meeting, St. Joseph's College, 4 p.m.; dinner, 7 p.m.

**OKLAHOMA CITY—Oct. 24**—Documentation Workshop, Okla. City Chamber of Commerce. Sponsors: Chamber of Commerce, REEC, Commerce Field Office.

**PHILADELPHIA—Oct. 18**—Businessmen's Consultation, **Theodore J. Hadraba, Commercial Counselor, Rome; James F. Amory, Commercial Officer, Frankfurt.** Sponsor: Commerce Field Office.

**PHILADELPHIA—Oct. 23-24**—Businessmen's Consultation, **Daniel Taher, Ass't Commercial Attache, Paris.** Sponsor: Commerce Field Office.

**PHILADELPHIA—Oct. 24**—In-Office Conference, Commerce Field Office, 10 a.m.

**RICHMOND—Oct. 19-20**—Businessmen's Consultation, **James F. Amory, Commercial Officer, Frankfurt.** Sponsor: Commerce Field Office.

**ST. LOUIS—Oct. 17**—"Show You" Export Workshop, Conference Room, Federal Bldg. Sponsors: REEC, Commerce Field Office.

**ST. LOUIS—Oct. 24**—All-day conference/consultation on Turkey. Guest: Harold P. Hopp, H. K. Metalcraft Mfg. Co. Sponsors: REEC, Commerce Field Office.

**SAN FRANCISCO—Oct. 18**—Export Finance & Insurance Seminar, Room 13216B, New Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

**SAN FRANCISCO—Oct. 25**—General Export Seminar, Room 13216B, New Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

**TULSA—Oct. 25**—Workshop on Trade Missions, Tulsa Chamber of Commerce. Sponsors: Chamber of Commerce, REEC, Commerce Field Office.

**YORK, Pa.—Oct. 17**—World Trade Assn. of York monthly meeting, York Area Chamber of Commerce, 12 noon.

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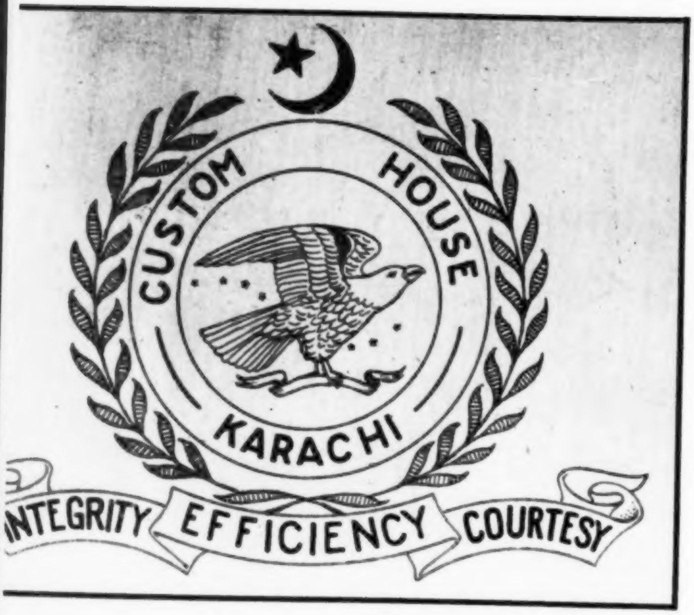
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